

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Prinsepia Sinensis

Nurserymen's Sons Help Plant Camp Lee
More Reports on Spring Sales
On Improving the Tone of the Industry
Charlie Chestnut

AMERICAN NURSERYMAN

F. R. KILNER, Editor

Editorial

TIME TO DO SOMETHING.

All reports regarding this spring's sales reflect the tremendous public demand for nurserymen's products. For once the buyers seek the sellers, and no nurseryman lacks for retail customers. Whether they continue as customers after the war period depends on their treatment now. This is particularly true of those persons unfamiliar with the things they are now planting on some one's else recommendation and advice.

To safeguard these buyers and make them customers of nurserymen in the future, H. B. Tukey points out in this issue things which some nurserymen are doing and which others should undertake for the improvement of the general tone of the nursery industry. In submitting the statement, he wrote: "I have many friends among nurserymen and I rather take up the cudgel in behalf of the industry. At the same time a friend of the industry would naturally want to see it improve, and it is with this thought in mind that the statement is prepared."

The constructive tone of his admonitions is apparent. In order that the positive steps toward improvement may be taken, the editor has followed his statement with suggestions that are intended for each reader to develop as he can. One of these suggestions, arising from publishing experience, may be new to many, but should be rather obvious. Any conscientious publisher is concerned with the quality of the advertising in his columns, just as much as any conscientious nurseryman is concerned with the quality of the stock he offers. If any publisher of a general magazine or newspaper is not familiar enough with the nursery business to distinguish advertising of one character from the other, his friends in this industry will do him a favor by giving him information on the subject.

If the extravagant claims and misleading statements of advertisers in some newspapers and periodicals that reach the public are not checked by the voluntary efforts of nurserymen and publishers, some day a government agency may take the matter in hand far more vigorously and assiduously than the Federal Trade Commission has done to date. Only by long and arduous work in recent years has the trade been able to rid

The Mirror of the Trade

itself of some of the burdens that followed undue restrictions under nursery inspection and quarantine legislation. We should be wiser as an industry to do something at this time about the practices of less scrupulous dealers in nursery stock rather than let a government agency impose rules and regulations upon the good and bad alike. The methods of the irresponsible do most injury to the trade of reputable nurserymen. Hence the constructive suggestions in this issue are presented for their action.

TREES ON SCHOOL GROUNDS.

Our colleges and secondary schools have added to their great diversity of courses some that are designed to give the uninformed a smattering of information about art, music, religion and most of the sciences, as a part of a general education, rather than a specialized one. Yet few of such places of learning have courses to give the general student some knowledge of plants or trees; in most instances, courses relating to such plant life are part of the curriculum of a botanical student or a department teaching commercial horticulture. Yet it would seem that a general course about the things which grow on the campus or school grounds should be as important as beginners' courses in astronomy or anthropology.

Similarly, little attention has been given to the planting of trees, on school grounds or on the campus, which would widen the knowledge of the passing students. Class gifts might just as well be trees as paintings, sculpture or bric-a-brac.

But even before the nurseryman provides the trees, either by sale or gift, it is important that arrangements be made for continuing supervision and care. They should not depend on the enthusiasm of a botany teacher, to end with his transfer or death. If the faculty is not large enough to provide a committee of enthusiastic individuals, perhaps an alumni group of that type can be formed.

The history of the present arboretum of a secondary school at West-town, Pa., just outside Philadelphia,

is interesting. When the school was built in the last years of the eighteenth century, much of the building material was cut and sawed from trees on the property. The earliest record of planting trees there was in 1833, when a Quaker farmer contributed thirty white pines, one of which now towers far above the other trees near it. In 1896 a literary society at the school conceived the idea of establishing an arboretum, and a collection of oaks and a few other species was set out. The senior class that year planted a collection of eight species of pines.

When a virgin tract of several acres was cut a few years later to yield school revenues, a collection of trees was set out to replace the woods, partly with the help of the students, and consisted of about 450 trees of nearly fifty different species. The burden of caring for the new trees fell on the shoulders of the botany teacher, who died unexpectedly three years later. Spasmodic efforts were made at planting trees and caring for them, but no systematic attempt was made until 1922, when certain principles were laid down for a definite program. Now there are about 400 species of trees on the campus.

A few years ago the committee on campus and grounds decided to specialize on one particular species of evergreens and chose the fir. On an acre and one-half are now set out twenty species, with half as many again awaiting sufficient growth in the nursery to be set out.

Interest of the alumni is strong because they as students wandered through the school woods. In favorable places where the native growth is less abundant, that interest would need to be cultivated.



Poor Richard Speaks
about
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U. S. Treasury Department

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AMERICAN NURSERYMAN

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FULL-PAGE ADS PAID SEVERAL TIMES OVER

Koster Co., Inc., Seabrook, N. J., published its complete 1943 price list as a two-page advertisement in the American Nurseryman for February 15 and March 1. The unsolicited comment as to the returns from this advertisement by C. Courtney Seabrook, sales manager, April 28, is as follows:

"The full-page ads have certainly paid for themselves several times over. Every mail brings new orders—most of them with checks for \$75.00 to \$250.00. The most popular item was 2-year-old named hybrid rhododendrons, of which we sold over 11,000 in addition to our regular orders."

Nurserymen's Sons Help Plant Camp Lee

By Lieut. Herbert E. French

With more than eight million acres of land surveyed and bought, condemned or traded by the War Department in the first year of war operations, Uncle Sam has had a big job on his hands, making military reservations not only habitable but attractive to the millions of soldier trainees who are being readied for their part in the new American army.

In vast new military reservations all over the country great bulldozers and steam shovels groaned and dug at the earth until it was smoothed out into the parade grounds and drill fields necessary for basic military training.

One of the unfortunate results of flattening out vast areas of land in no time at all is that much of the original topsoil is covered over and lost forever. At Camp Lee, Virginia, the largest quartermaster replacement training center in the country, a program has been in effect now for more than two years that is accomplishing a wide variety of services all at once—combating soil erosion and keeping down the heavy dust of the parade grounds and areas stripped of vegetation, as well as providing ample shade for breaks between periods of hard drilling in the sun. Trees and lawns form a healthy background that is doing its part in helping to maintain the high morale of the new American soldiers-in-training today.

A large percentage of the young men who have been brought into the army come from either typical American small towns or suburban areas—communities where there are plenty of trees and wide lawns. The new rows of trees set out along the wide avenues and streets within the camp and the numerous plantings of coniferous trees and shrubs that break up the monotony of row upon row of barracks are going a long way toward making Camp Lee attractive to thousands of young men far from home for the first time in their lives.

The main purpose of the improvement program at Camp Lee is utilitarian, but it has also at the same time been possible to carry the project further and to make the training center infinitely less strange, barren and unfriendly to the new man.

The soil-erosion control program was started in the fall of 1941, when heavy rains flooded the areas, often

threatening to rise above the floors of mess halls and barracks. Surface drains were constructed, long overdrains walled up with broken stone or old concrete slabs, the riprap construction forming a splendid system of natural drains for surface water. Since then, many sectors have been built up with permanent cement construction.

In the fall and winter of 1941, many trees were set out along the streets and avenues of Camp Lee, and particularly around the post exchanges, where men may loiter about during the warm months of the year, enjoying the cool shade of the trees during off hours from drilling and training.

Camp Lee was a mammoth training center during the first World war, and records show that some attempt was made then to transplant trees. Unfortunately, the pine trees that were moved from one place to another died almost as quickly as they were set in the ground, probably because their main taproot had been broken off. Now, deciduous trees are used, and more than 2,000 of them have been set out in the past two years. Long after the present war training program is over, the trees will stand where they have been set out and will help to make the Camp Lee area habitable when it is once more given back to the birds, for at the end of World war I

the entire area was turned into a bird sanctuary and it was only reclaimed for military use when the present crisis began to develop.

Oak, maple, sycamore and gum are used, most of them brought from remote parts of the military reservation, where there are great groves available for transplanting, groves that are improved by the thinning process. There are many kinds of oak and maple here—willow oak, red oak, white oak, pin oak, swamp or scarlet maple—all with different characteristics that make them suitable for use in different parts of the camp.

Dust is one of the greatest problems of any large army camp, with acres of level drill fields and parade grounds. At Camp Lee, every area that is not specifically intended for basic military training purposes is given over to grass. In the spring of 1942 cowpeas and buckwheat were sown in the waste areas to enrich the ground and hold the soil from being carried away by the spring rains. Little of the grass planted at the time ever amounted to much, for, as one near-by Virginian remarked, "You've got two strikes on you before you start to build a lawn around here." However, since then, more than 12,000 pounds of all types of special grass seed have been planted, with a mixture for special use on soil in sunny spots and another for shadier acres



Planting Tree at Camp Lee with Mover Constructed with Aid of Welders There.

and more acid soils. For the worst soil of all, straight rye grass is seeded and lespedeza will be winter-seeded again in the fall, to cover areas badly in need of soil improvement.

During the early spring, evergreens and shrubs are set out—juniper, arborvitae, spruce and yew—in plantings around battalion, regimental and company headquarters buildings, and all summer long special details from the various training companies keep the trees watered and cared for. While water details have never been popular, the men realize the necessity for them and appreciate the shade and beauty of the trees. With many thousands of soldiers' feet beating down the soil all over the camp, particularly under the isolated elms and oaks that stand in the middle of some of the drill fields, many of the trees began to give up the fight for life last summer. Then a new program was undertaken, of fencing the base off and mulching the ground beneath. For some, it was too late. For others, it meant a new lease on life.

Camp Lee, near Petersburg, Va., is on the border between rich tidewater Virginia, with its light and heavy sandy loam and mammoth truck crops, and the piedmont, with its grain and dairy farms and tobacco farms.

During the hot summer of last year, it was impossible to do transplanting, but tree surgery and a general holding program were carried out to maintain the trees and lawns in as good condition as possible until further transplanting could be done last fall.

This program included the cultivation, mulching and feeding of the trees, removal of dead limbs, pruning to help restore health and vigor, and protection of the trees as much as possible from injury by people or machinery.

Landscaping takes an important part in the program, with plantings to be set out in carefully planned relation to the buildings of the camp. Special parks are open to the trainees in various parts of the camp as recreation areas, with all kinds of outdoor games, skeet shooting, archery, badminton and even miniature golf courses.

Trees have been moved with a special tree-mover constructed on the post with the aid of quartermaster welders from the QMRTC welding school. A brand-new mammoth tree-mover has recently been constructed, an improved model that will move trees up to nineteen inches in diameter.

Since the trees come from the military reservation itself, often the

entire operation of moving a tree from one place to another takes little more than a half hour—a remarkable accomplishment partly accounted for by the fact that the roots are exposed for only a brief period of time and consequently do not have to be wrapped in burlap for the journey to the new location.

The whole program has been in effect now for many months, and already the improvement in the camp is noticeable, both in the gains made against soil erosion and the improved appearance of the camp itself. Before the program began, often large numbers of men suffered from cases of sore throat, which many thought were brought on by the clouds of dust from the drill fields. This can be extremely annoying in the midst of a stiff basic military training course, especially with time so important a factor in the present swift program of training the new American army.

The general direction of the work has been under Capt. Joe G. Mason, of the training center, who is a graduate in forestry from Michigan State College and was with the Ohio state department of highways before entering the army. Assisting him are Technical Sergeant Barney Peter, Cleveland, O.; Staff Sergeant Carl Campe, Columbus, O.; Staff Sergeant Albert J. Shoosmith, Richmond, Va.; Sgt. Roger Socci, Connecticut, and Corp. Louis C. Reinert, Newark, N. J., all of whom have had years of training and experience in civilian life in nursery work, large tree moving or landscape designing. Sgt. Benjamin D. Conley assists with necessary construction work.

Sergeant Peter was a nurseryman before entering service, having been employed by Miller Landscape Service, Cleveland; A. Ellis Hansen, landscape architect, Cleveland, and Cole Nursery Co., Painesville, O. Sergeant Campe is from the Columbus Nurseries, Columbus, O., and Sergeant Shoosmith is from the Southside Nurseries, Richmond, Va., sons of the respective proprietors.

The quartermaster corps has the important function of feeding, clothing and caring for many of the other wants of the United States Army. At Camp Lee, quartermaster soldier trainees are given first a stiff course in basic military training and then detailed instruction in specific wartime trades. In the swift program of training that goes to make up the modern soldier, there is little time to be wasted on outside activities. Anything that can be done to help the new soldier concentrate on training for this new job and that will make him more comfortable as a soldier,

is a worth-while part of the program. Trees and grass are doing just that, today, at Camp Lee.

CAMPS SWAP FOR STOCK.

Lacking any funds for landscaping, staff officers of army camps have approached nurserymen for donations of stock. While nurserymen favor planting such areas, they are not always in position to donate the quantities required. So the experience of the Chase Nursery Co., Chase, Ala., in two deals with army camps this spring affords suggestions. Henry Homer Chase relates these two:

"Officers of one of the army camps in the neighborhood came to us, asking for a contribution of nursery stock. It seems there had been no appropriation made for landscaping, and one of the general staff officers was interested in beautifying the place. We told them that we were not in position to contribute nursery stock, but that we might trade them some stock for anything useful they had to offer. It developed there were a few horses on this post, and the camp itself was located in what was once a rather thickly populated farming area, with a number of old barn lots. So we took manure in trade for nursery stock. Further joy lay in the fact that this particular camp had several companies of work troops and apparently was glad to give the boys some exercise. As a result, we have had several old blocks of material cleaned off, the camp area has been beautified with a rather liberal assortment of shrubs and evergreens, and we have a good pile of manure.

"After the foregoing deal had commenced, the provost marshal of a neighboring air base paid us a visit one Sunday with the same idea of getting us to make a donation of stock. We explained to him the deal with the army camp and asked him if he could trade us any manure. He said, 'No. We only have airplanes on our base,' and instead offered cordwood for nursery stock, and we took him up. As a result, we don't anticipate being cold next winter, because the shed where we usually store balled and burlapped material is now full of cordwood.

"Of course, these arrangements depend on the frame of mind of the commanding officers of the various camps, and we don't think there is any uniform basis of operations in a deal of this kind as set up by the War Department. Anyhow, the officers and men of the two army installations we have dealt with seem to be well pleased with the setup, and since our labor is so short, we are certainly delighted with the benefits we have received."

More Reports on Spring Sales

Reports of representative nursery firms reveal that the most adequate picture of spring conditions comes from the wholesalers in the south, whose season is about completed, whereas in the northern tier of states the season in some instances is scarcely begun, on account of the continued cold weather. Emphasis is on the strong public demand, conspicuously apparent in the mail-order trade, and on the shortage of labor, which has handicapped delivery of stock and curtailed landscape business. The following reports are those received since the summaries published in the preceding issue.

From Alabama.

From Henry Homer Chase, secretary-treasurer of the Chase Nursery Co., Chase, Ala., comes the following account:

"Our volume shrank from a year ago because many of our customers who usually buy in carload lots were in the landscape contracting or cash-and-carry business and they apparently did not have the labor to do their normal volume and consequently did not buy so heavily as usual. The mail-order firms bought heavily, with the result that we cleaned up rather well on the common run of shrubs. The amount of stock we have left on hand, now that our season is over, is smaller than it has been in a good many years past. We have sold less balled and burlapped material than in years past, and that suited us perfectly in view of the labor situation. We were more interested in making a planting for next season than we were in taking valuable time to dig balled evergreens, on which the prices had been forced too low for profitable sale. We were short on labor, but because of the lower demand for balled and burlapped material we were able to get our planting done almost on schedule. Our outlook for next year is just about as good as it was this past season. We anticipate a continued big demand for the mail-order class of material, although we are of the opinion that fruit trees are going to dominate the market next year.

"We have considerably increased our acreage of soybeans and cowpeas and have a good crop of wheat coming on, as well as barley and vetch. We have planted potatoes for domestic consumption and are planning

a hog program, consequently increasing our corn planting somewhat.

"Sales on lining-out stock, which is usually one of our good items, were not up to the usual volume, undoubtedly because of the shortage of labor throughout the country.

"We think business is going to be good next year, but especially in the mail-order line, and we are going to aim our production in the direction of taking care of that type of business."

Labor Short in Texas.

The effects of the labor shortage appear in the comments of George F. Verhalen, president of the Verhalen Nursery Co., Scottsville, Tex.:

"We handled all of the business that our decimated crews could turn out for us from daylight to dark. If we had had more help we could have solicited more business. Orders came to us without solicitation. The draft boards continue to take our younger men, even though we are devoting 250 acres to essential war food, feed and seed crops and are feeding fifty hogs in addition, which we have not done before. The dollar income is not so high as in previous years, purely because the men were not here to get the plants out of the ground. This smaller income is accompanied by a lesser weekly expense; so I guess the one offsets the other. Prices could not be advanced to equal the increased labor cost. Carlot deliveries by the railroads were rapid, but other shipments by both railroad and highway motor truck were quite slow this year. About the only rapid delivery we could get, aside of carloads, was via express."

Weather Handicap in Oklahoma.

The weather was a handicap, and continues to be, in the southwest, according to the following report from J. Frank Sneed, owner of the Sneed Nursery Co., Oklahoma City, Okla.:

"As our season is practically over and we have recently checked our sales up to May 1, we find that the total season's volume will run about the same as in 1941-42. We shall show a small increase, but if we had had our usual supply of fruit trees we should have run at least twenty per cent above the sales volume for last season. We had to buy most of our fruit trees this year, because of our contractor's falling down on de-

livery of them and a total loss on our cherry.

"We have been much surprised at the large demand for evergreens in the medium sizes and at medium prices. During the months of March and April we lost several thousand dollars' worth of business because of the labor shortage in this area. In the past we have sold some cash-and-carry stock here at the nursery, but had to discontinue that practice and place 'Wholesale only' signs all around our entrance.

"We found less demand from the general public for large shade trees than normal, probably because the dealers were unable to get sufficient help to plant the larger trees. Deciduous shrubs of all kinds moved about as normal, on account of a dry spring.

"The arborvitae were severely damaged by a late dry freeze in early March, which cut down our volume of sales on them during the month of April.

"In regard to the labor situation, we have used almost anybody that we could hire. We have used women in the field planting out stock and also schoolboys who worked after school and on Saturdays. They have also done much hoeing and weeding in the fields. We have found that you can get lots of work out of these women and children if you can find a good supervisor.

"Our plantings of nursery stock this spring were about the same as normal on fruit stocks and evergreens. We only planted about fifty per cent of the normal amount of shrubs and about twenty-five per cent of shade trees.

"We are insisting that all of our employees plant as large a garden as possible. In addition, we are planting all the vacant places on the nursery in vegetables, field corn, oats and peanuts. We did not plant any nursery stock at our Muskogee nursery this spring, but are planting the whole acreage to forty acres of peanuts, ten acres of corn and five acres of vegetables and produce.

"We are going through a very dry period for this time of year, and all gardens and small nursery stock are beginning to show the effects. In fact, the wheat and oat crops have been cut to around sixty per cent of normal throughout the southwestern area.

"The fruit crop in this section will be about twenty-five per cent of nor-

mal, and unless it rains soon the strawberry crop will not amount to anything. I have just returned from a trip to Memphis and find that this dry condition prevails throughout the three states covered.

"We expect the demand for nursery stock to be as good or better next season, and of course the volume of business which we do will depend on the amount of labor we can find to get the stock dug."

Digging Curtailed in Kansas.

The size of the current demand is evident from the fact that the Willis Nursery Co., Ottawa, Kan., maintained about the same volume of sales as last year in spite of the fact that weather conditions and lack of help prevented digging much stock. J. J. Pinney writes:

"Our volume of sales this spring was just about the same as last year, but the demand was for different things. Fruit trees and fruit plants of all kinds sold readily, and we shall have a complete cleanup on these.

"We could have sold many more evergreens and shade trees, but we could not get the help to dig them. Some of our customers were so anxious for their stock that they came to the nursery and did their own digging.

"Weather conditions last fall were so unfavorable for digging that there were many items that we ordinarily store which we were not able to dig. Among those items were some of the more common shrubs, and we were not able to dig them this spring.

"Had it not been for the fact that we were able to employ a large number of women in our storage houses we should never have been able to get through the season at all. We were considerably behind with our shipping most of the time, but it was a noticeable fact that most of our customers understood the situation and were tolerant.

"On account of the lack of help our planting will be smaller than last year. Fruit trees and fruit plants will represent a larger percentage of the planting than usual and, of course, we shall have a larger acreage of farm crops."

Makeshifts Succeed in Oregon.

Enforced economies and makeshifts because of the heavy demand for war labor in the Pacific northwest produced satisfactory returns on an adequate sales volume, according to H. M. Sherwood, of the Sherwood Nursery Co., Portland, Ore., wholesale propagator and grower of evergreens. He states:

"The selling season is not yet over

in Oregon, but it would appear now that the sales volume will be but little, if any, under the seasons of 1941 and 1942. The net returns will probably be somewhat better because of enforced economies and reduction in overhead costs. The demand has been good for lining-out evergreen stock and particularly good for small balled sizes. Because of anticipated demands, we sold out in only a few items, and our supply for next year will be larger than usual in most types of conifers and broad-leaved evergreens.

"Being in a great war production center, we have carried on our work almost entirely with substitute labor and have made many makeshifts, but in the main have suffered comparatively little in ultimate results. We have at times been greatly surprised with the results that can be accomplished with inexperienced help."

Optimistic report from the Pacific northwest comes from Avery H. Steinmetz, of the Portland Wholesale Nursery Co., Portland, Ore.:

"Most of the nurserymen, both wholesale and retail, have equaled or possibly exceeded their sales of last season. Our labor shortage has been a great problem, but evidently has been largely overcome by long hours and hard work on the part of the crews that are left.

"Shipments both by railroad and automobile freight have been handled more efficiently than most of us expected, and losses have not been heavy.

"The growers are planting vegetable crops, making it necessary to curtail the production of nursery stock, but it does not seem likely that the shortage will be so apparent the coming season as during the year 1944-1945.

"With few exceptions it seems likely from present indications that nurseries in the Portland area will manage to survive the war period. I feel confident, also, that as soon as the end of the war is in sight production will be resumed, and the industry will soon be back on a normal basis."

Early Spring in Colorado.

In contrast with other sections, Colorado saw the arrival of spring about three weeks earlier than usual, though subsequent cool weather favored the planters. "This shortage of season, combined with a shortage of labor," reports George W. Kelly, of Arapahoe Acres, Littleton, Colo., "made it impossible to handle anywhere near all the available business. The public in general is considerate and willing to call for and plant the

stock. There is a big demand for fruit trees this year. There are no complaints about prices, and payment is generally prompt. Some Japanese labor is being used, a very few men and some high school boys on Saturdays. The normal amount of lining-out stock is not being planted because of the lack of time and labor."

Labor Problem in East.

In the east orders were largely limited by the amount of labor available. J. E. Stoner, proprietor of the Westminster Nurseries, Westminster, Md., states that the sales volume was much larger than the preceding year and he could have handled more orders if help had been obtainable. Fruit trees were nearly all sold out. There was an especially good demand for them and for berry plants, as well as for barberry, California privet, deciduous trees and evergreens. Old men and boys were hired to make up some of the labor deficiency. Plantings of nursery stock for next year will be about the same. Large plantings of corn and cowpeas will be made, besides about sixty acres of assorted vegetables for the canneries, including tomatoes, peas, beans and sweet corn.

Rhododendrons in Demand.

The specialties of the Koster Nursery, Bridgeton, N. J., accounted for a larger volume of sales this spring than in 1942, though they were smaller than 1941, reports C. Courtney Seabrook. Over 50,000 hybrid rhododendrons were sold, but dogwood and lilacs were in less demand. Help was extremely short and the makeshifts hired were disappointing. Propagation will be much reduced for the next two seasons. Inasmuch as this nursery is a subsidiary of Seabrook Farms, all the nursery equipment and help have been turned over to the parent organization to assist in its big production of vegetables.

Big Mail-order Business.

Reflecting the tremendous mail-order business, Maloney Bros. Nursery Co., Dansville, N. Y., reports the sales volume this spring as double that of a year ago and one and one-half times that of 1941. Fruit trees were in unusual demand, but roses, shrubs and evergreens found less demand. Plantings for next season will be equal to those of preceding years. Help was short, but good results were obtained from the substitutes obtainable.

News and views on spring business in other localities will be welcomed from readers for report in the next issue.

On Improving the Tone of the Industry

By H. B. Tukey

Because of the great interest in gardening brought on by the war and the victory garden program, many amateurs and home gardeners are becoming interested in fruit trees and nursery plantings who never before paid much attention to them. The problem is to keep these new gardeners satisfied and insure their continued interest after the first excitement is passed. If properly taken care of, these new planters may become confirmed gardeners of the future and be a great help in maintaining a flourishing nursery business. On the other hand, if these new gardeners are exploited there can be repercussions which can be unfortunate and unhealthy.

As in every other business, the nursery industry has risen step by step to higher planes and has made substantial progress in improved business practices. The days of flagrant overselling and misrepresentation are pretty much past. Nevertheless, the industry cannot stand still and, in company with all others, must aim steadily to increase its good will among customers and to improve its standards of ethics and business conduct.

All of this has been brought to the writer's attention by a number of letters which have come recently from various parts of the country, from sincere individuals who are looking for help. One of them, a prominent northern New York attorney, suggests that nurserymen should be compelled by law to publish in their catalogues the territory or latitude in which a particular plant will survive. He points out that the Chinese elm, which has been strongly advertised and recommended as a quick-growing tree for his area, is unable to withstand the severe ice storms and winter hazards of his area and is actually worthless there. Also, he finds the boysenberry to be tender to winter cold and entirely inadequate. He says, "The merchandising of goods under such circumstances not only antagonizes the purchaser against the merchandiser, but is frequently a very substantial financial loss as well as constituting a serious problem in landscaping."

Here, then, is a place where the nursery industry can definitely improve its practices and increase its service to planters—merely by indicating more carefully the range and

adaptability of the materials which it offers for sale. Many nursery companies are already doing this. There is sometimes, however, too much emphasis placed upon the wonders of a new variety and not enough on its limitations and its adaptability. Plants adapted to the northeast may not be adapted to the central west, and vice versa. When plants are sold out of the region, some care should be exercised to acquaint the planter with this fact.

For another thing, largely as to fruits, a review of the varieties carried by many nurserymen is a keen disappointment to those interested in the progress of horticulture. There are so many improved varieties now available that it seems scarcely credible that some nurserymen could list some of the old varieties which they do. It is not necessary to go into detail and to enumerate the varieties, but a few days spent in drawing the variety list up to date would be time and effort well spent—not only for individual nurserymen, but for the nursery industry as a whole.

Then, there is the matter of renaming varieties. It is not good ethics to take an established variety and give it a new and striking name. Further, there are established rules of nomenclature to which organized horticultural groups have subscribed. To flaunt these rules is not in keeping with good standards. Yet this has been done on occasion and has caused confusion and distrust of the motives of nurserymen. Granted that some of the names selected by individuals lack sales appeal and are sometimes just plain "awful," yet the name given by the originator ought to be respected. After all, if a nurseryman should attempt to buy a bushel of Delicious apples on the market, he would find it confusing to have someone offer him that variety under the name of "New York Red" or "Virginia Pippin." Likewise, a planter finds it difficult to understand why the Sodus purple raspberry should be offered as "Flaming Purple" and why the Lodi apple should be called "Golden Yellow."

Another serious fault in advertising plant materials is the tendency of some concerns to overstate. There are always differences of opinion, and some allowance must be made for differences of opinion between nurs-

erymen for the likes and dislikes of purchasers. Some folks like swing music and some do not. There should be no effort made to dictate opinion or styles or manners. Yet there is no excuse for some of the flamboyant misrepresentations that occur in some nursery catalogues. Some of the illustrations that are used on occasions are really "terrible." Extravagant claims as to the hardness of the boysenberry are all too frequent, and varieties which are resistant to a single insect or disease are sometimes advertised as though they were resistant to all insect and disease troubles, without mentioning the specific troubles to which resistance is shown. The nursery industry as a whole cannot afford to have some of the misinformation and overstatement disseminated that now occurs. The honest and sincere nurseryman suffers in the eyes of the public, and a shadow is cast on the nursery industry as a whole.

The whole problem boils down to service versus high pressure. More and more in all business it is being realized that service is the answer to success. An example of good service is illustrated by the appearance on the program of a state horticultural society the past winter of a representative of a commercial spray concern. This representative had certain spray materials that he wished to sell, yet because of his character and integrity and the high standing of his company, he was invited to give a talk on the control of a certain insect. In his talk he reviewed all the materials available for control, including materials offered by his competitors, and showed just where their materials were better than his, and just where his were better than theirs. Needless to say, a company which takes such an attitude profits tremendously in the long run through good will. Many nursery companies have already shown that such services pay big dividends in the nursery field, as well.

All in all, it would seem that somehow more attention might properly be paid to careful statements regarding plant materials so as to provide a clear estimate of a variety or of a plant, its chief characters, its limitations, its range, and so on. There should be service on such items as pollination, planting distances, soil preference and perhaps spray requirements, as some concerns are already

providing. Perhaps national or regional committees might be set up to assist nurserymen in these matters—not to dictate what can be said or what cannot be said—but merely a source from which nurserymen could secure honest reactions and helpful suggestions to their problems. State

experiment stations and colleges of agriculture could be helpful in this respect.

Finally, the nursery industry is definitely a permanent and essential industry. If it will accept the opportunity now offered it to develop a great number of satisfied customers

throughout the nation, it will reckon the war years as helpful and beneficial to the industry as a whole. If, on the other hand, it merely allows the new interest from planters to be used to secure more business and with a minimum of service, it may look back upon the war years to its dismay.

Steps Toward Improvement

By F. R. Kilner

Coming from a well known friend of the industry and one active in the state nurserymen's association, the comments of Dr. H. B. Tukey command particular thought. His contacts with orchardists, farmers and the gardening public give him special means of observing the opportunities for improvement in this industry. He makes it plain that many firms in the field are already conscientiously making those improvements themselves. Are there ways whereby those who recognize this need may lend their influence to obtain similar improvement on the part of less forward firms?

One who looks over the hundreds of catalogues that come to the editor's desk each year cannot fail to be struck by the wide variation in appearance, in quality and in contents. Some stand out above all others for the original and studious efforts made to inform and guide the readers of these catalogues, some of them of a few pages and some large in scope. Other catalogues, too many, have obviously been assembled with the shears and paste pot from older editions, retaining obvious errors and statements that mark their age. This class is probably the largest. Some few, comparatively, write about nursery stock with the careless use of adjectives and overstatement of claims characteristic of out-of-date patent medicines; in general, catalogues of this type are not from firms of important standing in the trade.

The failings of the majority of catalogues assembled with paste pot and shears, or reprinted from year to year, are due, first, to inertia and, second, to the attempt to include a "complete line," in which there are many items unfamiliar to the compiler of the catalogue. Instead of getting the matter ready for the printer in the rush required in a short period, each nurseryman might better go over his catalogue page by page at a leisure time, taking it piecemeal or slowly enough that he can check, verify and rewrite as he goes

along. With careful thought as to his offerings, the nurseryman may find himself revamping his operations otherwise, and to his advantage.

How about the writers in the patent medicine vein? As the contrast of their style of presentation to that of reputable nursery catalogues becomes more and more apparent to the public, firms of that type will fall into the same disrepute as patent medicines themselves.

It is also possible that another avenue is open for their discouragement, or for their reform. The publishers of newspapers and magazines may be shown that they curtail their own revenue by permitting the publication of flamboyant and misleading advertising copy. One who is familiar with the field is struck with the number of small dealers of little trade standing that constantly use advertising in the public press, in comparison with the number of the important firms prominent in the nursery industry.

One of the latter offered this explanation: "If you attempt to advertise to the gardening public through newspapers and magazines without having a plant, shrub or tree to offer that is the best, biggest, brightest and newest, or else you offer stock at the cheapest prices, your offer is too dull to draw attention in contrast to the fanciful claims of other advertisers who don't care what they say so long as they get the orders. We tried it when we thought we had a meritorious novelty to introduce. After that experience, we decided to use only our catalogue to interest buyers who would appreciate quality stock offered conscientiously."

How different is the advertising in the horticultural trade papers! Stock is offered for what it is, and copy of a flamboyant type is viewed skeptically, first of all by the publisher. If claims of a radical nature appear in copy, investigation is made before the advertisement is published, to see if the evidence supports them and if the prospective advertiser is of sufficient responsibility to back up the

claims. Advertisements are occasionally declined—not on a credit basis, because cash may accompany the order—but because evidence of responsibility on the part of the individual is lacking. The publishers of the trade periodicals know that the publication of an advertisement is a tacit recommendation. The obligation they assume toward their readers is well known, and it is on this basis that tremendous quantities of plant materials are sold through their columns, much of it cash with order, though buyer and seller may have had no previous knowledge of the other. Years of experience have made it obvious to the publishers of the horticultural trade periodicals that the business they decline is more than made up by the better patronage of reputable firms.

Some of these trade periodicals likewise require specifications as to grades, descriptions, etc., to avoid possibility of misunderstanding and complaint. They are able to do so more easily than the publishers of general periodicals because of their close acquaintance with the stock advertised.

It should be said that some farm papers, magazines and newspapers are equally strict and conscientious with regard to the advertisements carried in their columns. Yet it is obvious that many are not, since advertisers are constantly seen in the public press who are not admitted to the trade periodicals because of their methods.

When victory gardens are obtaining so much attention in all types of publications, it would seem an opportune time for trade leaders to point out to the publishers the difference in the character and quality of the individuals who may seek to advertise nursery stock. If a publisher understood the difference, he would not likely admit to his newspaper or magazine an advertiser when he realized by so doing he repelled much more desirable patrons. Here, it seems, is an opportunity for educa-

tion that presents itself to every reputable nurseryman who is an advertiser or a prospective advertiser. By conference or correspondence with the editors or publishers of the media he would employ or does employ, he can give them advice and counsel that will be beneficial to such publications and to our industry.

One who can look back a considerable number of years cannot but be impressed with the advance in the standards of the nursery industry and the considerably higher tone in its methods of selling. Perhaps the aggressive methods of so-called modern merchandising were viewed askance by most nurserymen after the setbacks resulting from the emphasis on such methods that led to the overproduction in the late twenties and early thirties. Once again, unbounded sales opportunities appear in this war period. If standards are maintained and the advance in sales tone is continued, even extended more widely, the results will be far-reaching in the future.

PRINSEPIA SINENSIS.

Prinsepia sinensis, the cherry prinsepia, a native of Manchuria, is not common in ornamental plantings, although it possesses some characteristics which make it worthy of further trial. The habit of growth is upright, spreading, with partially drooping branches. The branches are grayish-brown, with short spines one-fourth to one-half inch in length. The pith is chambered, a point along with the branch color that can be used in identifying this plant. Plants attain a height of about six feet.

The leaves, borne alternately, are narrow and long-pointed, bright green, usually slightly toothed and varying from two to three inches long. They appear early in the spring.

Small yellowish flowers are produced in clusters in April, followed by purplish fruits in August. Experience with this shrub has been limited; consequently, little can be said relative to its culture or use.

During the past few years, another species of this genus has been grown in the collection at Ohio State University. *Prinsepia uniflora*, a smaller shrub, four or five feet in height, with spreading, light gray, spiny branches and narrow leaves, an inch or an inch and one-half in length, is an interesting small shrub. The roots of this plant are flexible and sparsely branched, but small plants are readily moved. This species has white flowers and reddish fruits. Plants have

SURPLUS LINING-OUT STOCK

Weather is cool here, the season is late and our stock is still dormant. We can make immediate shipment.

Plant this stock now—you will be glad you did so another season.

	100	1000		100	1000
Abies balsamea. Balsam Fir.			Pinus mughus. Dwarf Mugo Pine.		
2-yr., 2 to 4 ins., sdgs.	\$1.75	\$15.00	3-yr., 4 to 6 ins., sdgs.	\$ 4.00	\$35.00
3-yr., 4 to 6 ins., sdgs.	2.00	17.50	2 to 4 ins., X.	5.00	45.00
Juniperus virginiana. Red Cedar.			4 to 6 ins., X.	6.00	55.00
1-yr., 2 to 4 ins., sdgs.	\$2.00	\$17.50	4 to 6 ins., XX.	8.00	75.00
2-yr., 4 to 6 ins., sdgs.	3.00	25.00	6 to 8 ins., X.	7.50	70.00
Juniperus communis depressa plumosa.			6 to 8 ins., XX.	12.00	95.00
Andorra Juniper.			Pinus nigra. Austrian Pine.		
8 to 10 ins., XX.	\$14.00	\$135.00	2-yr., 3 to 6 ins., sdgs.	\$ 4.50	\$40.00
10 to 12 ins., XX.	4.00	.....	3-yr., 6 to 8 ins., sdgs.	6.50	60.00
12 to 15 ins., XX.	20.00	.....	12 to 15 ins., XX.	15.00	.....
Juniperus scopulorum. Colorado Juniper.			15 to 18 ins., XX.	20.00	.....
1-yr., 2 to 3 ins., sdgs.	\$3.50	\$30.00	18 to 24 ins., XX.	25.00	.....
2-yr., 3 to 5 ins., sdgs.	5.00	45.00	Pinus ponderosa. Ponderosa or Bull Pine.		
Picea canadensis albertiana.			3-yr., 6 to 10 ins., sdgs.	\$3.50	\$30.00
Black Hills Spruce.			2 to 10 ins., X.	6.00	60.00
4 to 6 ins., X.	\$ 5.50	\$ 50.00	10 to 12 ins., X.	8.00	.....
6 to 8 ins., X.	8.00	75.00	12 to 15 ins., X.	7.00	.....
6 to 8 ins., XX.	10.00	95.00	Pinus sylvestris. Scotch Pine.		
8 to 10 ins., X.	9.50	90.00	12 to 15 ins., X.	\$ 9.00	\$85.00
8 to 10 ins., XX.	12.00	110.00	12 to 18 ins., XX.	12.00	.....
10 to 12 ins., X.	11.00	100.00	18 to 24 ins., XX.	14.00	.....
Picea excelsa. Norway Spruce.			24 to 36 ins., XX.	30.00	.....
2-yr., 2 to 4 ins., sdgs.	\$1.25	\$10.00	Thuja orientalis. Chinese Arborvitae.		
3-yr., 6 to 8 ins., sdgs.	2.00	15.00	1-yr., 2 to 4 ins., sdgs.	\$2.00	\$15.00
4 to 6 ins., X.	3.50	30.00	2-yr., 4 to 6 ins., sdgs.	2.50	20.00
6 to 8 ins., X.	4.50	40.00	Pinus resinosa. Norway or Red Pine.		
8 to 10 ins., X.	5.00	45.00	2-yr., 2 to 4 ins., sdgs.	\$ 1.50	\$ 12.00
10 to 12 ins., X.	5.50	50.00	3-yr., 3 to 6 ins., sdgs.	2.25	19.50
12 to 15 ins., X.	7.00	65.00	6 to 8 ins., X.	5.00	40.00
Picea alba. White Spruce.			8 to 12 ins., XX.	8.00	75.00
12 to 18 ins., X.	\$6.00	\$48.00	12 to 15 ins., XX.	11.00	100.00
Picea pungens. Colorado Blue Spruce.			Sorbus aucuparia. European Mountain Ash.		
4 to 6 ins., X.	\$ 5.00	\$45.00	3 to 6 ins., sdgs.	\$2.50	.....
6 to 8 ins., XX.	9.00	85.00	9 to 12 ins., sdgs.	3.50	.....
8 to 10 ins., XX.	12.00	.....	12 to 18 ins., sdgs.	4.00	.....
10 to 12 ins., XX.	15.00	.....	18 to 24 ins., sdgs.	7.50	.....
Larix europaea. European Larch.			Acer saccharum. Hard Sugar Maple.		
3-yr., 12 to 18 ins., sdgs.	\$ 3.50	\$ 30.00	12 to 18 ins., sdgs.	\$3.00	\$25.00
3-yr., 18 to 24 ins., sdgs.	4.50	40.00	18 to 24 ins., sdgs.	3.50	30.00
12 to 18 ins., X.	9.00	85.00	2 to 3 ft., sdgs.	7.00	65.00
18 to 24 ins., XX.	12.00	110.00	3 to 4 ft., sdgs.	9.00	85.00
24 to 36 ins., XX.	16.00	.....	Cotoneaster acutifolia.		
Pinus strobus. White Pine.			9 to 12 ins., sdgs.	\$3.50	\$30.00
3-yr., 4 to 6 ins., sdgs.	\$1.75	\$12.00	12 to 18 ins., sdgs.	4.50	40.00
4-yr., 6 to 8 ins., sdgs.	2.00	15.00	Rhamnus cathartica. Buckthorn.		
4 to 6 ins., X.	3.50	30.00	2 to 6 ins., sdgs.	\$0.60	\$ 4.00
6 to 8 ins., X.	4.50	40.00	6 to 9 ins., sdgs. ....	.70	6.00
			9 to 12 ins., sdgs. ....	.80	7.00

EVERGREEN NURSERY CO.

Sturgeon Bay, Wis.

Established 1864

RATES: 25 same size and variety at 100 rates, 250 at 1000 rates.

Cash with order earns 5% discount and free packing.

done well in average garden soil and in sun or partial shade. It has made an interesting small hedge plant and should be adapted to foundation planting and as a low border shrub.

L. C. C.

U. S. SELLS KIYONO STOCKS.

For the nonpayment of federal income taxes, personal property of T. Kiyono, formerly operator of nurseries at Crichton, Ala., and his wife was seized by order of the collector of internal revenue at Birmingham, Ala., for sale at public auction at Mobile, May 3. The auction was scheduled for 10 a. m., in the trust

department of the Merchants National bank. The property, common and capital stocks of American corporations and railways, had a current value of about \$200,000.

Mr. Kiyono, a Japanese national, returned to Japan nearly two years ago. The Kiyono Nurseries are operated now as the Semmes Nurseries, under the supervision of the federal government.

THE Eden Nurseries, Eden Center, N. Y., are out of business for the duration, states A. C. Moulthrop, proprietor.



All that is left to remind Emil of his brief career as captain of a cabin boat is an old faded blue coat with brass buttons. He didn't buy the coat. It came with the outfit, in fact, it is all he got to show that he was once, for a passing moment so to speak, the master of the "Honeysuckle Queen."

I suppose some of the members can't see any reason to put in this part about the trouble with clipping the horse when I am really telling about Emil's short hitch as a sea going nurseryman. But the fact is he wouldn't have ever made the deal on the boat if he hadn't gone to the hospital, and he wouldn't have gone to the hospital if it hadn't been for clipping the horse. So, there you are, I've got to tell the whole story.

When John Ballard died here in Riverbend, his widow sold off everything he had in the blacksmith shop. She didn't have no auction sale, but different ones just dropped in to look the stuff over. That's where Emil picked up the mule clipper. John used to trim up horses in the old days. Emil found the clipper covered with dust and rust and grease as he was prowling around in the back of the shop. Why he should buy that outfit some of the members will wonder, but you wouldn't say that if you knew Emil. Machinery, no matter how old or how useless, always stops him and when he found he could get the outfit for 50 cents the deal was on. He dragged it home one June day and put it in the corn crib along with the rest of the junk. I didn't think no more of it until one rainy day it come to him to take the outfit out and give old Victoria a shave and a hair cut.

"Don't do it, Emil," I says. "If you leave her the way she is the hair covers up all the old joints and scars and furthermore the flies will get discouraged trying to burrow their way thru the fur that Victoria has been growing for the last 20 years. Emil," I says, "old Victoria will look like a skinned rabbit if you start to monkey around with that clipper." But it wasn't no use to talk, as he had his mind made up.

It was a two hours job to get the first few layers of grease and dirt off that clipper. It was an old hand job with a crank. I could see right away where I come into the picture. "Give a few turns on the handle, Charlie,"

Emil says, "so I can see how it works. Easy now at first."

I couldn't budge it. Finally it broke loose with a clatter and a lot of parts fell out of someplace. "There you go," he says, "busting it up right away."

"Don't start that old line, Emil," I says. "This here is an outfit that General Grant used in the Civil War and John Ballard hadn't clipped a mule in 40 years so how did you expect it to start right off just as smooth as the outfit at the barber shop?"

When we got it together again there was two teeth missing in the drive gear and the clipper head had about a good 25% of the teeth busted or all bent out of shape.

"Emil," I says, "if you run that over Victoria she will look like the moths had been eating off her all winter, half of it won't cut and the other half will pull the hair out by the roots."

"Just cut out the wild talk and bring Victoria out here," he says. "When I worked in the livery barn we used to clip the horses every summer and many is the time I done the clipping myself in them days."

KOSTER NURSERY

RHODODENDRON NAMED VARIETIES

Album Elegans—white		
America—red		
Catawbiense Grandiflorum—lilac		
Dr. Dresselhuys—red		
Ignatius Sargent—red		
Roseum Elegans—pink	10 rate	100 rate
10 to 15 ins., 2-yr., B&B	\$0.85	\$0.75
12 to 15 ins., B&B	1.25	1.00
15 to 18 ins., B&B	1.60	1.35
18 to 24 ins., B&B	2.00	1.75

SEABROOK FARMS

Bridgeton,
N. J.

Write for Catalogue of Lining-out and Specimen Stock.

"A friendly, efficient sales service"

E. D. ROBINSON

SALES AGENCY

38 So. Elm St. P. O. Box 285
WALLINGFORD, CONN.

Representing

Adams Nursery, Inc.
Bristol Nurseries, Inc.
Barnes Brothers Nursery Co., Inc.
North-Eastern Forestry Co., Inc.
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A complete line of well grown hardy plant material
Evergreens and Lining-out Stock



ROSES - SHRUBS

Big Assortment
Priced Reasonably

Write for Late Circular

Maloney Bros. Nursery Co., Inc. DANVILLE, NEW YORK

Clipping up a horse is a big favor to the horse in the hot weather, and besides it makes the horses look neat."

I could see it wasn't no use to argue as he had his mind set on it, so I went and brought out old Victoria and tied her up to a post by the windmill.

"First I'll try it on her rump where it is smooth sailing and then I'll work into the hard parts when I get the hang of it," Emil says.

I started the handle working and Emil give a couple of practice cuts, just a little touch to see how Victoria would take to it.

She didn't like it too well but she had been thru so much in her time that she just figured it was part of the days work. That is at first. All went well while Emil was going over the back side where he could run back and forth a dozen times in the same place. After 15 minutes he had a clearing about 6 inches square. "At the rate you are going Emil, we won't get thru for a week, and by that time part of the hair will be grown out again and you are worse off than when you started."

de WILDE'S RHODO - LAKE NURSERIES

SHILOH, N. J.

RHODODENDRON HYBRIDS. Roseum Elegans and Catawbiense Boursault. 2 1/2 to 4 1/2 ft., \$3.00 to \$6.00. Heavy, well budded, specimen plants furnished to the ground.

RHODODENDRON Album Elegans. 3 to 6 ft., \$3.00 to \$5.00. For background planting.

HYBRID SEEDLING RHODODENDRONS, mixed colors, 2 to 3 1/2 ft., \$2.50.

KALMIA Latifolia, nursery-grown from seeds. Bushy, with fine root system. 10 to 12 ins., \$50.00 per 100.

LEUCOTHOE Catesbaei, 15 to 18 ins., \$75.00 per 100.

HEATHER, for planting on dry sandy slopes. 12 to 16 ins., clumps, \$5.00 per 100.

Write for complete price list.

HEMLOCK

Rhododendrons
Kalmia — Azaleas

Write for our list

CURTIS NURSERIES

Callicoon

New York

BOBBINK & ATKINS

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**America's Leading
Specialists in: —****Forcing Azaleas****Deciduous Azaleas**including the best named varieties
of Mollis, Pontica and Rustica**Hybrid Rhododendrons**

20 leading varieties

Taxus

all varieties, all sizes

Dogwoods

pink and white

Ginkgos and Lindens**Vines**

Headquarters for English Ivy

Perennials and Rosesin varieties not obtainable
elsewhere**Write for Catalogue**

Paterson Ave.

E. Rutherford, N. J.

Evergreens**Barberry****Privet**

Write for wholesale price list.

GARDNER'S NURSERIES

Rocky Hill, Conn.

Rhodos
BOTH NATIVE
AND NURSERY GROWN
KALMIA AZALEAS
Hemlocks AND Pieris
La Bars'
STROUDSBURG PA.

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

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**CLEMATIS and
ORNAMENTAL VINES**

Write for Trade List.

JAMES I. GEORGE & SON
Fairport, N. Y.

Emil didn't pay any attention to me. He decided to try out on her hind legs. That was a fatal mistake as he found out almost at once. Emil was bent over right in back of Victoria. He must have nipped into her hide on the first try, as the old girl just raised up on her front legs and let loose with both hind legs at once, catching Emil broadside right in the bay window. He sailed thru the air for a good 10 feet and lit in a swan dive with a jolt that knocked the wind out of him.

He picked himself up and brushed off the dirt and started hunting around for his glasses. I see he was holding his side and seemed to be in some distress, so I helped him over to sit down on the curb at the windmill. He didn't say anything for several minutes.

Finally he says, "Charlie, you take that clipper back to Mrs. Ballard and get my 50 cents back. I was taken in on that deal. I'm going over to the house and lay down, I think I must of cracked a rib the way it feels."

I got the old boy over to the house. Then I went back and led Victoria into her stall. Victoria sure surprised me. I didn't think the old lady had it in her. I threw the clipper on the junk pile and went over to the office.

Right after lunch Emils Mrs. come over to the office and says to me, "Charlie, will you take Emil down to the Dr. I think he has broke a couple of ribs but he says he wont go down to the Docs office. You come over and talk to him."

I found out right away, all the matter was that Emil owed the Doc here in Riverbend since the time he got hurt when he fell off the tree mover, so he didn't want to go there. So we decided to go to the hospital in Lake Park where they have got an Xray machine.

And so it came that me and Emil drove up to the hospital in Lake Park to get a snap shot made of his insides. As we were waiting in the Docs office Emil got to chewing the rag with an old gent sitting there with a white sailors cap with a patent leather visor and a crossed anchor on the front.

"Yes sir," he says, "Doc says I got to give up my boat. The moisture out on the water all the time is bad for my rheumatism. Got to get more exercise the Doc says. He wants me to take up gardening and working with shrubbery and such as that. Now you are a nurseryman, what could I take up to fill in my time and maybe grow a few things to sell?"

Emil forgot all about his cracked

**LINING-OUT
STOCK****Seedlings**

	Per 100	Per 1000
Berberis thunbergii		
6 to 8 ins.	\$1.50	\$10.00
Berberis thunb. atropurpurea		
4 to 6 ins.	2.00	15.00
Cornus florida		
8 to 10 ins.	1.50	10.00
Picea pungens glauca		
6 to 8 ins.	3.00	25.00
6 to 8 ins., Transpl.	7.50	65.00
Pinus mughus		
3 to 6 ins.	5.00	40.00
4 to 8 ins., Transpl.	7.50	65.00
Pinus sylvestris		
6 to 8 ins.	2.50	20.00
Pseudotsuga douglasii		
4 to 8 ins.	3.00	25.00
Syringa vulgaris		
6 to 12 ins.	3.00	25.00
Thuja occidentalis		
4 to 6 ins.	4.00	35.00
Taxus cuspidata capitata		
6 to 8 ins.	6.00	50.00

CUTTINGS

Well established plants from 2 1/4-in. pots

	Per 10	Per 100
Ilex crenata bullata	\$1.25	\$11.00
Juniperus depressa plumosa	1.25	11.00
horizontalis Bar Harbor	1.25	11.00
Retinospora plumosa aurea	1.25	11.00
Taxus cuspidata	1.25	11.00
media	1.25	11.00
media hicksii	1.25	11.00
cliftoni	1.25	11.00
repandens	1.25	11.00
Thuja occidentalis compacta	1.25	11.00
occidentalis globosa	1.25	11.00
occidentalis vervaeneana	1.25	11.00

Grafted stock from 2 1/4-in. pots

	Per 10	Per 100
Cornus florida rubra	\$3.00	\$27.50
Ilex opaca femina	3.00	27.50
opaca mascula	3.00	27.50
Juniperus chin. neaboriensis	3.00	27.50
squamata meyeri	3.00	27.50
Thuja orientalis aurea nana	2.25	20.00
orientalis elegantissima	2.25	20.00
orientalis conspicua	2.25	20.00
Taxus media browni	3.00	27.50

HESS' NURSERIES

P. O. Box No. 52

Mountain View, New Jersey

ribs and started in on his selling talk. For one that never made anything at it himself Emil can sure tell somebody else just how to do it. "You take about \$400.00," Emil says, "and put in cuttings and small stuff with a good batch of honeysuckle and first thing you know you got a lot of stuff on your hands that will bring in thousands of dollars."

The old guy was certainly impressed. "If I could turn my boat into cash I got a good notion to go into the nursery business," he says.

That was the fatal temptation for Emil. "I have always had a notion to own a big boat," he says, "maybe we could make a trade. What is your boat worth," Emil says, "and what kind of a job is it?"

"There aint a better boat for its size on the lake," he says, "22 feet long and 6 feet 6 abeam, sleeps two and is fully equipped for overnight trips. I bought it at a sheriffs sale and put a old Winton six motor in it. Boats like that is worth \$1200.00, but if I could get \$400.00 on it I might let it go. I aint seen it since last fall, but its up there in Smiths boat house. Needs a little tinkering up, but you could tow it down the River and fix it up yourself."

They made the agreement right there in the waiting room. Emil got a bill of sale for the boat and he give a blanket order for \$400.00 worth of nursery brush of his own selection.

After Emil got his middle taped up good with adhesive tape, we drove on home. "You sure bought yourself a cat in the bag, Emil," I says. "You don't even know if the boat will float and he practically told you it wouldn't run without a lot of fixing."

"Charlie," Emil says, "you will never learn it pays to make a deal sometimes on the spur of the moment. You could see that gent didn't know anything at all about nursery stock. I got a blanket order so I can slip him anything I got left over this fall, boy did I give him a good trimming."

"Time will tell," I says, "who gets the worst of the deal."

"We will go up tomorrow and get the boat, Chas.," Emil says. "I'm going to christen it the "Honeysuckle Queen." That's an appropriate name don't you think, as I am known all over as the headquarters for honeysuckle."

"That sounds more like the name of a design for a patchwork quilt or else a title for a love story. That aint no name for a boat," I says.

"I suppose you would call it "Belle of Riverbend" or some other fool

thing, but I am going to make it sort of an advertising feature, maybe I can deduct from my income tax for advertising."

Next day we drove 35 miles up to the lake. Smiths boat house is right at the head of the lake so we didn't have no trouble to find it. Emil flashed his bill of sale on Mr. Smith and demanded delivery of the boat.

"Brother you are welcome to it. I had to put blocks under it to keep it from sinking and furthermore there is \$12.00 storage charges on it. If you got \$12.00 I'll be glad to see the last of that old water log. Who ever give you that outfit didn't do you no favor. I towed it in here last fall. The propeller shaft is bent and burns out the bearings as fast as you put them in. The motor is out of a 1912 Winton and is rusty and the rings are all gone. The bottom boards are warped and there is a big crack at the stern that will keep one man busy dipping it out."

"Is that all thats the matter with it, Smith?" Emil says. "She looks good to me with a little fixing up. What will you take to tow me down to the dam in Riverbend. I will pull it up there and overhaul it."

"Riverbend? Lets see, if you can keep it afloat thats a 2 1/2 hour run one way. I'll tow it down for \$10.00."

Emil counted over his money and borrowed 4 dollars from me to pay for the storage and the towing. Mr. Smith got out his tow boat and hooked on. Emil was taken down a little in his estimation of his bargain,

but his mind was still working good. "Charlie, that old gent is going to get the worst mixture of brush that was ever brought together in one pile. For one thing I'm going to slip him that batch of grafted lilacs that have all gone up to white ash and also them bum lot of no good California privet that kills back to the ground every year. There is two can play at a gyp game. And I can make the prices anything I want. There aint a word about prices on my contract." The thought of how he would get even filled the old boy with real pleasure. He opened a hatch to see what was inside and pulled out a couple of mouldy blankets and the blue serge coat with the brass buttons. This he put on although he was three or four sizes too small.

We got the boat off the blocks and into the water. Mr. Smith was not too optimistic about keeping it afloat. The water came in with a good steady stream, but Emil figured it would stop when the water swelled the boards a little. I rode with Mr. Smith and Emil manned the bailing and we pulled out away from the boathouse into the lake.

There were a lot of speed boats and bigger craft running around which got Emil a little nervous, but he was so busy he didn't have much time to look around. When we got out in the middle of the lake, we seen a big speed boat coming at about 50 miles an hour right toward us. Mr. Smith tried to get out of the way, but the old boat was too much of a drag. He yelled at Emil to jump

GARDENIA FLOWERS

READY FOR SHIPMENT NOW

	Per 100	Per 1000
Stems from 6 to 10 inches long.....	\$ 3.00	\$22.00
Stems from 10 to 14 inches long.....	5.50	40.00
Stems from 14 to 16 inches long.....	11.00	80.00

Shipments sent via Express to any points, packed for safe arrival. Orders promptly handled when received. B&B Plants with flower buds also shipped for Spring Sales. Ask for prices on all sizes and varieties we have available in quantity.

GRIFFING NURSERIES

Beaumont, Texas

CHINESE ELM

Special Lot for Quick Sale!

6 to 12-inch Seedlings.....\$2.50 per 100

12 to 18-inch Seedlings.....\$5.00 per 100

CARL A. HANSEN NURSERY

Brookings

South Dakota

RHODODENDRON HYBRIDS.

Grafted, hardy varieties only.

AZALEA KAEMPFERI HYBRIDS.

Named varieties; the hardiest of all Azaleas for landscape work.

KOSTER'S BLUE SPRUCE.

Perfectly shaped; transplanted.

EUROPEAN BEECH.

Fine specimen. Also fastigiata, pendula, Riversi.

LILACS.

The best collection of choice varieties.

FLOWERING JAPANESE CHERRIES.

Three outstanding varieties.

CRAB APPLES.

Young, thrifty plants, selected varieties.

LABURNUM VOSSI.

Grown in standard form.

BAGATELLE NURSERY

Huntington Station, L. I., N. Y.

P. M. Koster, Mgr.

Please make request for our catalogue on business stationery.

We Offer—**For Spring 1943**

EVERGREENS—In a large assortment of PYRAMIDAL ARBORE-VITAE and FITZGER JUNIPER in grades at attractive prices.

SOME LARGE SPECIMEN EVERGREENS, SHRUBBERY, SHADE TREES, BARBERRY 2-yr. transplanted, both red and green in grades.

CALIFORNIA PRIVET, 1 and 2-yr. in grades.

Mail want list for prices.

THE WESTMINSTER NURSERIES
WESTMINSTER, MARYLAND

Wholesale Growers of

Grapevines, Currants, Gooseberries,
Blackberries and Raspberries

Let us quote on your requirements

FOSTER NURSERY COMPANY, INC.

69 Orchard St. Fredonia, N. Y.

PRINCETON NURSERIES

of PRINCETON, N. J.

SUPERIOR

Hardy Ornamentals

BURR

Leading wholesale source for
Nursery Stock.

Send us your Want List.

C. R. BURR & CO., INC.

Manchester, Conn.

**Nursery Stock at
Wholesale Only.**



ARTHUR DUMMETT

61 W. Grand St. Mount Vernon, N. Y.

out of the boat as it looked like a sure collision. Emil just cleared the side as the big boat rammed into Emil's boat. It didn't take long. There was a big hole thru the hull and down went Emil's boat to the bottom. We fished Emil out and got him aboard the tow boat. He was white with fright and was so surprised and stunned he couldn't say a word.

The big speed boat came around and pulled up along side of Mr. Smith's tow outfit.

"Leave this to me," Mr. Smith says to me and Emil. "This gent will pay and gladly or I will get his license revoked. That's that smart alec kid of Henry Millers. His old man owns the White Star Brewery in Chicago. The kid is drunker than a hoot owl."

The lad sobered up in a hurry when Mr. Smith started in on him. "Looks like you got your old man in for a good law suit, Henry," Mr. Smith says. "You have sunk this practically new high powered boat here. This is the second time you have rammed other boats in this lake and it will go hard with you. You will be lucky if you don't get 2 years in the pen for driving a boat while you are drunk. Follow me over to the dock and we will call the sheriff."

Henry was in a spot. But he well knew that his money might get him out of it. He was in favor of a cash settlement.

Mr. Smith and Emil had a private discussion and made Henry a cash offer of \$500.00 and no further action to be taken. Emil took the check right there. And his career as a sailor came to an abrupt end.

As I was saying, we cleaned out the nursery of a lot of no good junk. And the blue coat with the brass buttons. That brings back memories to Emil. He gets it out of a summer evening and rocks back and forth on the back porch, dreaming no doubt of drifting along in peaceful waters in the "Honeysuckle Queen."

UNIFORM GUARANTEE.

Members of the Pennsylvania Nurserymen's Association report very favorable reaction to the uniform retail replacement guarantee adopted last summer. Reports from many members show that it is being well received by the general public and is considered fair and just to both the nurseryman and his customer.

As its adoption becomes more and more universal and its terms become better known and understood, the public will neither ask nor expect anything more liberal.

Albert F. Meehan, Sec'y.

SEEDS**1943 CROP****READY NOW**

Prices F. O. B. New York

	1/4 lb.	1 lb.
Acer saccharinum, dasycarpum		
Silver Maple.....	\$0.55	\$2.00
Acer rubrum, Red Maple..	.65	2.25
Ulmus americana.....	.45	1.50
Ulmus pumila.....	.70	2.50

WRITE US IF IN NEED OF

PRUNUS MAHALEB

AND

OTHER 1943 CROP**FRUIT TREE SEEDS**

Send for Complete Catalogue

HERBST BROTHERS

92 Warren Street New York, N. Y.

AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE,
EXECUTIVE SECRETARY



636 SOUTHERN BLDG.,
WASHINGTON, D. C.

CANCEL A. A. N. CONVENTION.

Because of the overtaxed transportation facilities of the nation, the executive committee has decided to cancel the regular 1943 convention of the American Association of Nurserymen in July and to substitute a convention by mail. The executive committee will meet at Washington, D. C., in July, and the second week of that month has been picked as the A. A. N. convention-by-mail week. Each member will receive by mail digests of committee activities and short statements on current problems by business and governmental authorities. This procedure will bring to the members a bird's-eye view of the current situation, just as if they were assembled, states Richard P. White, executive secretary.

This action by the national association will yield to the war effort \$3,000 worth of travel space in July. If the numbers of the A. A. N. who would otherwise attend the convention spend that week on the farm, they will in the aggregate be donating 24,000 man-hours to production management.

It is expected that the badge book will be printed as usual, as the executive committee believes that it will fill a current need. The proceedings will be published on a much-reduced scale, in order to save paper.

AID FOOD PRODUCTION.

The important increase in the program of nurserymen to help produce food for freedom, in spite of the shortage of labor, is apparent from replies to the questionnaire sent out to its members by the American Association of Nurserymen. Tabulation of 337 returns yielded the figures that follow, and these may be taken as a cross section of the industry, the totals being much larger if data from other nurserymen were obtainable.

Vegetables for market to be grown in 1943 will total 4,400 acres, as contrasted with 2,800 in 1942. Vegetables grown for canneries this year will be approximately 1,000 acres, as against 650 acres last year.

Plants grown for oil crops in 1942, including peanuts, cotton seed and soybeans, yielded 128,000 pounds,

whereas in 1943 the estimated returns will be 909,000 pounds.

Drug plants and related crops will total sixty-two acres this year, as against forty-three acres in 1942.

Cereal crops this year will total 10,800 acres, against 9,500 acres in 1942.

A large proportionate increase in livestock production will take place in the nurseries of the country. The number of steers fattened this year show a thirty-four per cent increase over 1942; dairy herds, seventeen per cent; hog production, fifty-four per cent; sheep, thirty-two per cent, and poultry, 540 per cent.

Many nurserymen regularly engage in fruit and nut production. At present the reporting A. A. N. members have 3,500 acres of bearing fruit orchards, 550 acres of small fruits and 375 acres of bearing nut orchards.

Besides the foregoing increase in the program of direct food production, nurserymen have increased the quantities of plants for sale to the public for the production of food. Fruit trees produced in 1943 total 27,900,000 contrasted with 26,500,000 in 1942; small fruits, 16,200,000 compared with 15,600,000; strawberry plants, 31,900,000 compared with 25,300,000; nut trees, 4,400,000 compared with 3,000,000.

C. O. SIEBENTHALER AT HOME.

Clarence O. Siebenthaler, who underwent an operation for a perforated ulcer of the stomach at the Good Samaritan hospital, Dayton, O., April 22, is recovering well and

was brought home May 6. He will be confined to his bed for about three weeks and take things easy for a considerable time thereafter. The many letters he has received from his friends in the trade have contributed to his speedy recovery.

NO CEILING ON SPHAGNUM.

Sphagnum moss was released from price control by the Office of Price Administration May 1 in supplemental order 45. The item was included in a large number of products made exempt from price control because they have little influence on the cost of living.

PRIORITY RATINGS.

Beginning May 8, all applications for priority ratings under form PD-1A must be filed with the nearest district office of the priorities division of WPB. Formerly PD-1A applications had been sent direct to Washington for processing.

Form PD-1A is used chiefly for obtaining priorities assistance on capital equipment, such as machinery, tools and metal products.

THE letterhead of the Pennsylvania Nurserymen's Association carries this data: "Association members own and operate ninety-four per cent of Pennsylvania nurseries. Capital invested, \$2,500,000. Annual pay roll, \$1,378,000. Annual sales, \$3,750,000."

DR. CLYDE C. HAMILTON, former associate entomologist of the New Jersey agricultural experiment station, is now chief of the economic poison section in the chemicals division of the Food Production Administration, in the South Agricultural building, at Washington, D. C.

MOUNT ARBOR NURSERIES

E. S. Welch, Pres. - Est. 1875 - Shenandoah, Iowa

---- Wholesale Only ----
"One of America's Foremost Nurseries"

FRUIT TREE SEEDLINGS

Washington-grown

APPLE—MAHALEB—MAZZARD
PLUM—Americans and Myrobalan

California-Grown ROSES

LARGE ASSORTMENT IN BEST VARIETIES

Large growers of **FRUIT TREES, SMALL FRUITS, ORNAMENTAL TREES, SHRUBS, EVERGREENS, VINES and PERENNIALS.**

Send want list for prices.

Ask for complete TRADE LIST.

QUALITY LINERS FOR FUTURE SECURITY

	Each per 100
Magnolia Soulangiana, 15 to 24 ins. tr.	\$9.50
Magnolia Stellata, 12 to 18 ins. tr.	.40
Lilac Villosa (dark type), 12 to 18 ins. tr.	.05
Viburnum Burkwood, 2-in. pots, 1-yr.	.17½
Foraythia Primulina, 12 to 18 ins.	.06
Foraythia Spectabilis, 12 to 18 ins.	.03½
Red Japanese Maple, grafts.	.35
Carpinus Pyramidalis, grafts.	.25
Consult our golden list of golden values. If you don't find it on your desk, drop us a card.	

BURTON'S HILL TOP NURSERIES

Casstown, Ohio

BUXUS SEMP. WELLERI

(Weller's Hardy Northern Type)

Only Boxwood proven hardy in Northern States for Twenty Years.

Without Ball	Per 10	Per 100
6 to 8 ins. for hedging	\$2.50	\$20.00
8 to 10 ins. for hedging	3.00	25.00
10 to 12 ins. for window boxes	4.00	35.00

Lining-out grade, 1-yr., strong-rooted, 3 to 6 ins., \$7.50 per 100; \$60.00 per 1000

6 to 8 ins., \$10.00 per 100; \$85.00 per 1000

WELLER NURSERIES CO., Inc.

Holland, Mich.

Ask for our Perennial Catalogue.

1887

1943

FOR SPECIAL PRICES

on orders shipped now see our large advertisement in the May 1 issue.

For our complete line refer to our Spring Trade List.

FOREST NURSERY CO., INC.

J. R. Boyd, Pres. McMinnville, Tenn.

SPECIAL**Flowering Cherries**

Amanogawa, 5 to 6 ft.	\$.80
Amanogawa, 6 to 8 ft.	.90
Kofugen, 5 to 6 ft.	.80
Kofugen, 6 to 8 ft.	.90
Siebold, 5 to 6 ft.	.80
Siebold, 6 to 8 ft.	.90
Paul Wihlert, 5 to 6 ft.	.80
Paul Wihlert, 6 to 8 ft.	.90
Mount Fuji, 5 to 6 ft.	.80
Mount Fuji, 6 to 8 ft.	.90

STORRS & HARRISON NURSERIES

Painesville,

Ohio

DIANTHUS2,000 extra heavy, 3-year, twice transplanted *Dianthus Spring Beauty*, often mistaken for a carnation because of its double prolific bloom. Can be shipped up to June 1. Price, \$5.00 per 100.Sweet William *Nigrescens* (almost black), \$5.00 per 100. *Roseus*, \$5.00 per 100. Mixed, \$3.00 per 100.

All prices F.O.B. Herbster.

J. J. Nigard & Son's Nursery
Herbster, Wis.

Ask for **WHOLESALE CATALOGUE No. 16**
1500 VARIETIES
IRIS AND PEONIES
QUALITY!

C. F. WASSENBERG - Van Wert, O.

OBITUARY.

Burke Schriver.

Burke Schriver, well known in the middle west as the representative of several nursery and seed houses before he organized the Sunshine State Seed Co., Yankton, S. D., last year, was found dead in his wrecked car near Tekamah, Neb., early Friday morning, April 30. It is concluded that he fell asleep at the wheel while driving from Sioux City on his way to Omaha. The body was taken to Shenandoah, Ia., for burial, and funeral services were held May 4. Mr. Schriver was for a considerable time with the Earl E. May Co. and Henry Field Seed & Nursery Co., at Shenandoah. Later he joined the House of Gurney, at Yankton, where he subsequently went into business for himself.

Pvt. John D. Halubowicz.

Pvt. John D. Halubowicz, 26, a nurseryman at Hicksville, N. Y., before he entered the army two years ago, was killed in action in Africa, March 30, according to the War Department telegram which was sent to his mother, Mrs. Hans Iben.

Mr. Halubowicz sailed for overseas duty early in January. He was at home on his last furlough at Christmas. He was a graduate of St. Ignatius' school. Besides his mother, he is survived by five sisters.

MAIL ORDER GROUP MEETS.

The biweekly meeting of the National Mail Order Nurserymen's Association was held at Henry's tearoom, Goshen, Ind. Roast turkey with stuffing and blueberry pie were the high lights of the delicious banquet.

Further plans for the annual business meeting at Chicago, August 2 and 3, were discussed. President Harold Goldstein was to appoint committees to investigate prospective supplies of various nursery items, the committees to have reports ready for the Chicago meeting.

Secretary Bert Keith was rather willingly persuaded to tell the members of his experiences with the Henderson family, late of Knoxville, Tenn., whom he has employed to help him through his difficult spring season. His experiences are too amusing to be related in this little article, but it is possible that Bert may be prevailed upon to go into this matter again at the Chicago meeting. Ask any member if that alone will not make the trip worth while.

Stanley A. Morse.

Lining-out Stock**Trees and Shrubs**

	Per 100
Pin Oak 6 to 9 ins.	\$ 2.50
Scarlet Oak 6 to 9 ins.	2.20
Redleaf Barberry 4 to 6 ins.	1.20
Golden Elder 6 to 9 ins.	1.50
Honeyuckle Bella 6 to 9 ins.	1.50
Albida 6 to 9 ins.	1.20
Japanese Quince 6 to 9 ins.	2.00
Prunus Tomentosa 12 to 15 ins.	2.50
Prunus Tomentosa 18 to 24 ins.	3.00
Spiraea Froebelii 9 to 12 ins.	1.80
Celastrus Scandens 6 to 9 ins.	1.80

Arborvitae

Douglas Golden 9 to 12 ins.	TT 14.00
Pyramidal 9 to 12 ins.	TT 15.00

Juniper

Andorra 6 to 9 ins.	TT 10.00
Andorra 12 to 18 ins.	TT 14.00
Horizontalis Glaucia 6 to 9 ins.	TT 12.00
Horizontalis Glaucia 12 to 18 ins.	TT 15.00
Irish 9 to 12 ins.	TT 12.00
Japanica 9 to 12 ins.	TT 14.00
Savin 8 to 12 ins.	TT 12.00
Savin 6 to 9 ins.	TT 10.00
Savin Tamariscifolia 6 to 9 ins.	TT 12.00
Savin Tamariscifolia 9 to 12 ins.	TT 15.00
Savin Von Ehron 9 to 12 ins.	TT 14.00

Pine

Mugho 4 to 6 ins.	TT 14.00
Ponderosa 8 to 12 ins.	TT 12.00

FANCHER'S NURSERY

Sturtevant, Wis.

1500 PYRACANTHA LALANDI

6-in. composition pots, 18 to 24 ins. high, \$90.00 per 100.

These are excellent plants grown in 3-in. pots shifted to 6-in. pots and wintered without cover.

They won't last long—rush your order!

W. T. HOOD & CO., INC., RICHMOND, VA.**ALSO—Small Surplus Evergreen Liners**

Grown for our own use. Wintered in 2½-in. pots transplanted to bed rows last spring. (2 years from cuttings.) Tell us what you can use.

~~~~~HOOD'S~~~~~

**EVERGREENS**

A complete assortment

Young Thrifty

Well Grown

Transplanted

Write Us

**JACKSON & PERKINS COMPANY**

Newark, New York

**ROOTED CUTTINGS**75,000 *Wedgela Eva Rathke*, \$25.00 per 1000.5,000 *Taxus Cuspidata*, 4 to 6 ins. and 6 to 8 ins., \$60.00 per 1000; \$250.00 for the lot.**HUMPHREYS LANDSCAPE SERVICE**

Mt. Sterling, Ky.

New and Better Hardy Plants  
Introducing . . .**RUDBECKIA WHITE LUSTRE**  
**SPECIAL NOVELTY LIST**

Ready Now. Send for it.

**CARROLL GARDENS Westminster, Md.**

## In the Country's Service

**MOLLY MARRIAGE**, who was associated with her mother, Mrs. G. R. Marriage, in the operation of Upton Gardens, Colorado Springs, Colo., has joined the WAACs.

**TWO** WAACs have been contributed to the service by Vernon Krider, of the Krider Nurseries, Middlebury, Ind., his daughter, who is stationed at Fort Oglethorpe, Ga., and his private secretary, now in Africa. His firm has twenty-two men in the service and seven in C. O. camps.

**ANOTHER** WAAC has been contributed by the trade, Corp. Dorothy L. Hughart, daughter of H. F. Hughart, of H. F. Hughart & Sons, Hamel, Minn. She is stationed at Des Moines, Ia., in the motor corps. Her brother, Waldo M. Hughart, is in the air service as a bomber now at Salt Lake City, expecting his sergeants' stripes at the end of his tour of duty there. Pvt. John F. Hughart, a grandson of H. F. Hughart, is in the marine corps, attached to the radio branch, and is now at Corpus Christi, Tex.

**GRANDSON** of Frank B. Nelson, owner of the Paw Paw Nurseries, Paw Paw, Mich., Pvt. Frank William Nelson is now in training at Fort Lewis, Wash. His address is Battery C, 123 F.A. Bn., A.P.O. 33.

**THOMAS HOBBS**, son of Fred Hobbs, of C. M. Hobbs & Sons, Bridgeport, Ind., is in the army, at Fort Sill, Okla.

**R. C. SWENSON**, son of C. Edwin Swenson, of the Nicollet County Nursery, St. Peter, Minn., is a lieutenant in the engineer corps, at Camp Claiborne, La., in heavy machine shop. John Flowers is a private in the medical corps in camp.

**R. BRUMOND SMITH**, son of R. Morgan Smith, of the Ernst Nurseries, Muncie, Ind., gave up his landscape business to go into the army. He is driving a jeep, a private at Camp Phillips, Kan., in headquarters battery, 353 F. A. Bn.

**BOTH** sons of Harry Franklin Baker, Minneapolis, Minn., are aviators in the marine corps. Maj. Harry F. Baker, Jr., is in the Solomons, where he has been serving for over seven months. Capt. Ridgway Baker is stationed at San Diego, where he keeps himself in physical condition by playing handball and golf.

**EDWIN E. IRISH**, son of Charles F. Irish, Cleveland, O., has left Ohio State University to enlist and is now training in a western camp.

**ASSOCIATED** with their father, Fred Pancake, Negley, O., in the nursery business before entering service, Pvt. Robert and Frank Pancake are with the 107th medical training battalion at Camp Robinson, Ark.

**NOW** officer in charge of the classification division at the A.A.F.B.T.C. 6, located at St. Petersburg, Fla., Maj. Harold C. Poyer, a graduate of the University of Illinois in landscape architecture, was employed by the Illinois state highway department as district landscape engineer for district 7, at Effingham, before entering active duty, May 1, 1941.

**SGT. STEVEN DODD**, of the Tom Dodd Nurseries, Semmes, Ala., is at Atlanta, Ga., teaching ROTC in Decatur high school. Lieut. William R. Dodd is in the field artillery at Fort Sill, Okla., expecting transfer to a school at Denton, Tex., shortly. Pvt. John E. Dodd is in the coast artillery, at Camp Edwards, Mass.

**H. M. LICHT**, formerly with the Hillsdale Landscape Co., Indianapolis, Ind., has received promotion to captain. He is with the 940th Aviation Camouflage Eng. Bn., at Davis Monahan field, Tucson, Ariz.

**KENNETH SMITH**, secretary of the Jewell Nurseries, Inc., Lake City, Minn., is now at the infantry officers' school at Fort Benning, Ga. Orie J. Wiebusch, bookkeeper, is a second lieutenant in the infantry at Camp Wolters, Tex. James Nordine, seedbed foreman, is now a corporal in the engineers, somewhere in Europe or Africa.

**FROM** the firm of Moulder Bros., Glendale, Cal., four men are in service, reports Paul C. Moulder. His brother and partner, John Moulder, is a photographer's mate, first class, in the navy and is luckily stationed fairly close to home, at Port Hueneme, Cal. Sgt. Randall Barney Moody has been stationed lately amid the snow and ice in Wisconsin. Second Lieut. Ray Castro is a flight instructor at Ryan field, Hemet, Cal.; he trained with the CAA, the navy and the RAF and finally ended up in the army air forces. V. E. Niemeyer, Jr., was somewhere in Texas with the army when last heard of.

**THE** oldest son, Paul, of Paul R. Bosley, of the Bosley Nursery, Mentor, O., is now in service.

**THE** son of Alfred Stocker, proprietor of Stocker's Nursery, Hammond, Ind., Joseph Stocker, is a naval aviation cadet, stationed at St. Mary's College, Cal.

**TWO** of the sons of Ray P. Verhalen, of the Verhalen Nursery Co., Scottsville, Tex., have received promotion. Cameron is now a captain in the army air forces and Jack is an ensign in the naval air corps.

**IN** addition to the proprietor, who is serving as a captain in the army, the Peter Cascio Nursery, West Hartford, Conn., has in service Sgt. Charles Szafer, Sgt. Louis Sperandio, Sgt. Anthony Lapenta and Aviation Cadet John W. Church.

**STEPHEN J. BRADY**, son-in-law of E. C. Trauernicht, owner of the Trauernicht Nursery Co., Fort Worth, Tex., and former associate in the business, now at Camp Edwards, Mass., has been promoted from major to lieutenant colonel. A law graduate, he held a commission in the national guard from the time of leaving college and went into the army a year or more before Pearl Harbor, serving in the Judge Advocate General's Department.

**BESIDES** Richard E. Conley and John Conley, the Outpost Nurseries, Inc., Richfield, Conn., has seventeen men in service, reports J. M. Woodcock, general manager. They are W. B. Cox, James Burns, A. J. Servadio, E. W. Dewhurst, F. Berkowitz, Jerome Bryers, George Lassen, John Lawrence, David Disbrow, Ramo Garella, Glyn Redman, Joseph Redman, Walter Nowombyn, Stephen Korchak, Guy D. Coburn, Joseph Romeo and Charles Pierce.

### ARP MEN IN SERVICE.

**First Lieut. L. A. Dean**, partner in the Arp Nursery Co., Tyler, Tex., has been in the service fifteen months, having held a reserve commission in the infantry. For the past seven months he has been "somewhere in England," serving with the 1st Bn. Hq. Co., 156 Inf., A.P.O. 507, c/o Postmaster, New York, N. Y.

**Pvt. Sam Clark Kidd**, also partner, was inducted into the army four months ago and has passed the board for O.C.S. He is awaiting call for the infantry and aerial observation school at Sheppard field, Tex. His present address is 308th Tng. Gp., Bks. 290.

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| 100 Vervaeckiana, 4 to 6 ins.           | ..... | 60.00    |
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| JUNIPER                                 |       | Per 1000 |
| 500 Andorra, 6 to 10 ins.               | ..... | \$100.00 |
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| 400 Pfitzer, 6 to 10 ins.               | ..... | 125.00   |
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### JUNIPERUS PFITZERIANA

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**J. B. BEALLE,** Greenwood, Miss.

Pvt. James Dill Menefee, Arp Nursery Co. foreman, is now taking a specialized engineer's course at Massachusetts Institute of Technology. His address is Co. A, ASTU, SCSU 1142, MIT, Runkle 406, Kendall Sq. P. O., Cambridge, Mass.

### V LETTER FROM PHIFER.

Known well to the midwestern trade and with Baker Bros. Nursery, Fort Worth, Tex., when he entered service, Lieut. James Phifer, Hq. 2nd Bn. 126, A.P.O. 32, care of postmaster, San Francisco, Cal., sent the following V letter from somewhere in the southern Pacific April 20 and it reached the editor May 10:

"The nursery business should be going great by now and all the fellows happy in being able to sell even the culls.

"Some of the islands down on this end of the world would be heaven for a lot of the fellows that believe in selling wild stuff. We need some of them to clear out a few of the trails. There are so many different plants that some of the fellows would have to publish a catalogue as big as Sears Roebuck to list all of it.

"Had a wonderful time flying from the U. S. to Australia, but can't say much for the experiences since then.

"Let me hear from you and tell me all the news, because mail is one thing we live for over here. I haven't had any in so long I've begun to wonder whether the nursery industry is still in operation.

"Give my regards to all the crew and let me know if Charlie Chestnut needs any collected coconut trees."

### VICTORY HARVEST SHOWS.

The National War Fund, embracing nineteen national organizations that are officially recognized as charitable bodies, has agreed to sponsor victory garden harvest shows, along the lines of those undertaken last autumn, when they yielded over \$60,000 to the army and navy relief organizations. The national committee sponsoring the shows will have the same officers as in 1942: Richardson Wright, chairman; H. W. Hochbaum, vice-chairman, and Secretary of Agriculture Claude E. Wickard, honorary chairman.

J. W. Johnston will again act as managing director. His wife, Jean Johnston, will serve as office manager, Erna W. Case as secretary and H. B. Lockwood as treasurer. Headquarters will be in the offices of the National War Fund, Empire State building, New York city.

## Large stock of—

### Juniper Virginiana

3 to 4 ft., 4 to 5 ft., 5 to 6 ft.,  
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3 to 4 ft., 4 to 5 ft., 5 to 6 ft.

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Also complete stock of other Junipers and Arbor-vitae listed in our Fall 1942 list.

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| 6 to 8 ft.....   | \$200.00 |
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| 1¼ to 1½ in..... | 350.00   |

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ins. in unlimited quantities. Also large specimens  
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# Perennials for Cut Flowers

By C. W. Wood

Recent additions to the list of kniphofia varieties have given that useful group of plants more than ordinary value to the grower of cut flowers. It will not be necessary, though, to go into minute details because a full report was made on the new kinds within the past year. I should like to point out, however, some of the good things which await the experimenter if he directs his attention to growing one of the good strains or hybrids now on the market. For instance, one strain which I had recently under name of *Tritoma hybrida elegans* gave a wide range of colors, varying from cream through shades of yellow and orange to reds and combinations of these colors, with the height of scape all the way from two feet to almost five. Some were, because of poor color or harsh combinations, useless for cutting, but generally speaking, it was a successful venture from every standpoint. Incidentally, seeds started into growth in early March produced plants with a long blooming period the first fall, making it possible to use them as annuals if one did not care to go to the work of protecting them over winter. Kniphofias by their very nature are spectacular cut flowers, and they deserve some care to bring them to a state of perfection.

*Liatris*, especially *L. pycnostachya*, which is a regular item on the summer cut flower markets, needs no recommendation from me, but observation leads me to believe that *L. scariosa* is not sufficiently appreciated by growers of cut flowers. It may be true, as some would have us believe, that the first-named, because of its long, dense inflorescence, is a better cut flower, but the open, graceful placement of the heads of *scariosa* create a far better impression on me. Then, too, the later blooming of the latter brings it into production when the demand for cut flowers is much more active than during the summer period of *pycnostachya*.

The vegetative reproduction of *liatris*, except by division, which is far too slow for the commercial grower, seems to be a closed book to most nurserymen. I take that to be true, at least from what I have been told by many correspondents. Yet leaf cuttings made in the right way and at the correct time root with such ease that its very simplicity is confounding. I cannot say that the

preceding statement applies to all species, because the varying *L. scariosa* is the only one that I have found desirable to grow vegetatively, the others being so unvarying and so easily reproduced from seeds that other methods are uncalled for. But if one expects absolutely true reproduction of the selected forms of *scariosa*, it is necessary to resort to vegetative means. And that I have found to be easy by taking fairly mature basal leaves (June or July in my section, northern Michigan), pulling them away from the parent with a heel of old wood and rooting them in sand or light soil in an outdoor frame. Here we have found it desirable to use a light soil, for we leave the plants in the cutting bed throughout the first winter. If the cuttings are kept just moist enough to prevent flagging, practically 100 per cent will be rooted within a month.

Several characters of the cardinal flower (*Lobelia cardinalis*), including a brilliant though not harsh color, point to usefulness as a cut flower. Its desire for constantly wet feet, however, has worked against its popularity. As I have pointed out in these columns before, the plant will make a presentable showing in the landscape without these wet conditions, provided it is given shade and a leafy soil to make it partly forget its desire for moisture, but I have never been able to induce it to produce the high quality necessary in a commercial cut flower unless it had an abundance of moisture. If you can supply the correct growing conditions, you may be agreeably surprised by the income from a planting of the cardinal flower.

It is probably best grown from seeds, sown in late autumn. However, selected forms, such as the rare white-flowered one and the equally rare pink form, may be increased from stem cuttings after the following plan: Soon after the plant comes into bloom, take the entire flower stem and remove the flowering portion, but allow the stem leaves to remain. Lay the stem on the sand of the cutting bench, barely covering the stem with sand. If the stem is kept fairly close, moist and shaded, from one to three or more new plants will develop in the axil of each leaf, usually within three weeks.

As grown outdoors, the color of

*Lychnis viscaria plena* is a little too harsh for most users of cut flowers; bring it indoors in late winter and gently force it into flower, and the tone is reduced to a lovely soft pink shade. The foregoing may not interest you unless you are a florist, but it will tell some about the opportunity in the production of forcing stock. It grows readily from cuttings pulled off with a heel at any time of the year. Spring-propagated plants make good forcing stock if well grown.

Although *Lythrum salicaria* has much to recommend it, the color of the ordinary kind puts it outside the pale as far as most gardeners are concerned. The carmine red of the Beacon is a great improvement over the type and, as a consequence, is finding favor with gardeners, but, it seems to me, the best chance for profits in this plant will be found in the pink-flowered forms. As a start in pinks, Lady Sackville was good and still has sufficient charm to arouse my enthusiasm. There are others, however, including one which I have as Morden Pink and another (Bonny Pink) which I saw last summer, that appear to have bridged the gap between mediocrity and star-

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|-------------------------------|--------|---------|
| 12 to 18 ins., 2-yr., br..... | \$1.00 | \$ 7.50 |
| 18 to 24 ins., 2-yr., br..... | 1.25   | 10.00   |
| 2 to 3 ft., 2-yr., br.....    | 1.50   | 12.50   |

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## FALL 1943

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dom. In them we have a soft, bright pink that can be used with most other flowers of their season (July and August here) without the clashing contrast usually looked for in lythrum.

Three P's (peony, poppy and penstemon), all three of which are high on my list of cutting material, need occupy little of our space. The first is too well known to need our mention; the second has practically no value for shipping, though the cut flowers from frame-forced plants of a good strain of Iceland poppies should make money for their grower on a local market. It might be profitable, however, to devote a little space to penstemon, remembering that these notes are based on experience in a garden where temperatures as low as 30 degrees below zero are not unusual. Here about the only thing in penstemon that I have found both permanently reliable as to hardiness and of sufficient merit as a cutting item to interest the commercial grower is *P. subglaber* and its derivatives. *Subglaber* also has vast possibilities as a seed parent in the production of good cut flower hybrids. Incidentally, I have found the complaint that *subglaber* tends to be a biennial is without foundation if plants are divided immediately after the blooming period.

*Primula*, usually thought of in a commercial flower way in the form of *P. obconica* and *P. sinensis*, holds much more than those two kinds, if we would only search for it. For instance, as these notes are written in early May, a pot of *P. sieboldi* in a cool propagating house is one of the finest pot plants I have grown this year. This particular plant is one of the *sieboldi* hybrids, large of flower and pure white in color. It is merely a suggestion as to what one can expect to find in a good strain of hybrids, though one should not expect all to be so spectacular, for there will be many poor magentas. It is also a reminder that *primula* will reward one with many a pleasant surprise, while it is taxing one's patience. Taking *P. sieboldi* as an example again, it may be said that seeds sown in spring generally take two years to germinate, and even then only a small part of them are likely to show up; on the other hand, seeds sown as soon as ripe will apparently come up 100 per cent within a year. If there were space, I should like to go into details of the possibilities in *primula* for the grower of cut flowers and pot plants or for the producer of stocks for florists, but that will have to wait until later.

[Concluded on page 25.]

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# California Association Meeting

The midseason meeting of the California Nurserymen's Association was held at Santa Barbara, May 8, with the California hotel as headquarters and Bert Coleman as host. The attendance was entirely by delegates, and all chapters of the association were represented by delegates and additional members, making an unusually large attendance for a midseason meeting.

The morning session was devoted to talks by members and the afternoon entirely to business matters. The latter was largely in the form of an open directors' meeting, all members of the association present taking part in the discussions and voting on matters under consideration.

In considering the subject, "Are Nurserymen Essential for the War Effort?" Roy Southwick, farm adviser for Ventura county, gave the latest state and federal figures on the estimated vegetable production over the country and explained that these were, on the average, about fifty per cent of the average of the past ten years' crops. He asserted that if the civilian was to eat vegetables this year and next, he would have to make up the difference himself. He said that in this connection the nurseryman was of utmost value, for he alone was able to produce the seedling plants for the home gardener and was about the only source of reliable information available to the public on the growing of the vegetables. The nurseryman, therefore, has been tossed into the war effort as a very essential person, and it is his duty as an American citizen to provide information to the home vegetable gardener so that he may have a part of the vegetables that are so necessary to his welfare.

A discussion on the status of the flat-produced seedlings of vegetable and flower plants, led by Richard Wescott, of Paul J. Howard's organization, brought out the general agreement that the production of seedlings in flats was far behind the demand and that, while for the present there seemed to be plenty of vegetables, a real shortage would develop as the fall and late summer planting began. There seems already to be a shortage of bedding plants, for the local nurseryman has not been able to produce enough of either and he has neglected the bedding plants in order to take care of the vegetable plant demand. However, it was

agreed that the neighborhood nurseryman cannot profitably produce flat plants and these should be left to specialists whenever and wherever possible. There was some complaint from the nonspecialists that the mass-produced flats were not satisfactory. The general opinion was that since the first of the year vegetable plants had outsold flower plants about four to one, though just now the demand for one was about equal to the other. It was felt that for a short time this ratio would continue, and then the swing would be back to vegetable plants as the home gardeners needed to replant and replace and as more and more persons saw the need of home vegetable gardens. Informal surveys conducted by members in their communities indicated that only about sixty per cent of the people had home gardens.

One important matter that came up for clarification was a problem that had begun to assume serious proportions in the trade in the state. It had to do with the classification of all nurserymen in the state as non-agricultural laborers. This was an edict of the state unemployment compensation bureau, and while few, if any, of the members over the state had objected to the payment of unemployment compensation taxes for their employees, they did resent government by edict and the removal of the industry out of the field of agriculture. Tom Edwards, of Roy F. Wilcox & Co., reported that the state legislature had passed a bill reclassifying nurserymen and florists to conform with the federal regulations and laws, and that it therefore seemed the nurserymen need no longer fear that their men who devoted all or most of their time to the growing and cultivation of plants would be classified as nonagricultural in California.

J. Audrey Armstrong, of the Armstrong Nurseries, Ontario, made a report on the Oriental fruit moth, which has been found in some counties in the state. By recent legislation, funds have been provided for a survey of the extent of the infestation and payment to the nurserymen whose stock is infested for the plants which will be destroyed in trying to effect a control of this pest. The moth is of great economic importance in the state in that it here attacks all kinds of deciduous fruit trees throughout the year, causing a great amount of damage. It is not known which of the ornamentals are

hosts to the moth, but studies are being made.

The Japanese situation came in for a long discussion. It was felt that the nursery industry in the state had received a great boost by the removal of the Japanese and the consequent elimination of a source of unfair competition. Methods of preventing the return of such unfair competition were discussed at great length, and Jack McDonnell, president of the association, allowed everyone who had an opinion to be heard. At the afternoon business session he appointed a committee, composed of Ray Hartman, president of the Leonard Coates Nursery, San Jose, and Tom Edwards as cochairmen, to study methods of preventing the return of the Japanese after the war was won.

The business session in the afternoon included a report by Gordon Wallace, secretary-treasurer of the association, which showed a good financial condition and a growing membership. The delegates reported on chapter activities, and comment was made from the floor that the members of the association read the American Nurseryman and learn of the activities of the chapters as they occur. The secretaries of the



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HEMET, CALIFORNIA



chapters were urged to send reports of meetings to the American Nurseryman so that the news there could be up to date.

R. P. White, executive secretary of the American Association of Nurserymen, came in for praise from several of the members for the great work that he is doing for the nurserymen. About seventy-five per cent of those present were members of the national association and the others were urged to join.

Santa Barbara was selected as the place for the 1943 convention of the association. There was some discussion as to the advisability of holding a meeting this year, but in view of the many problems coming up and the agreed essential value of the industry in vegetable production, a convention was decided on. It was agreed to devote all or most of the program to a vegetable garden conference. Bert Coleman, Santa Barbara, was appointed chairman of the convention committee. This committee will select the exact dates of the meeting, which usually is held early in September.

The evening was spent at a local dinner club, all nurserymen present being the guests of the Tri-County Nurserymen's Association. H. B. B.

#### SANI-SOIL DISTRIBUTOR.

The Redwood Fibre Products Co., Santa Cruz, Cal., producer of Sani-Soil, a mulch made from redwood bark, has announced that McHutchison & Co., 95 Chambers street, New York, have taken over the distribution of Sani-Soil for the territories east of the Mississippi river.

#### PEAR PSYLLA BAN RELAXED.

Planting pear trees will be permitted throughout the entire state of Washington this year.

The pear psylla quarantine, which has been in effect since 1940, prohibited planting of pear trees in quarantined areas, which included many eastern Washington counties.

BECAUSE of the pressure of work on problems more closely related to the war effort, the publication of "Nursery Disease Notes," issued by the New Jersey agricultural experiment station, has been temporarily discontinued. Dr. P. P. Pirone, editor of the notes, will continue to answer specific questions and will investigate disease problems for New Jersey nurserymen. He is devoting considerable time to the victory garden program in New Jersey.

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European Birch, Chinese Elm,  
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4 to 5 and 8 to 10 ft.

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| Potted, 2 1/2-in. rose pots                  |                                     | 10.00   |
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| Field-grown, TT, 12 to 15 ins.               |                                     | 22.50   |
| English Juniper                              |                                     |         |
| Field-grown, TT, 12 to 15 ins.               |                                     | 15.00   |
| Andorra Juniper                              |                                     |         |
| Field-grown, TT, 10 to 12 ins.               |                                     | 12.50   |
| Ashford Juniper                              |                                     |         |
| Field-grown, TT, 12 to 15 ins.               |                                     | 15.00   |
| Polish Juniper                               |                                     |         |
| Field-grown, TT, 8 to 10 ins.                |                                     | 12.50   |
| Pyramidalis Arborvitae                       |                                     |         |
| Field-grown, TT, 10 to 12 ins.               |                                     | 17.50   |
| Shipment to states reciprocal with Illinois. |                                     |         |
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|---------|------------------|-------|-------|
| Andorra | 8 to 10-in. tops | 8.00  | 70.00 |
| Koster  | 8 to 10-in. tops | 9.00  | 80.00 |
| Pfitzer | 8 to 10-in. tops | 10.00 | 90.00 |
| Savin   | 8 to 10-in. tops | 8.00  | 70.00 |

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|          |                 |      |       |
|----------|-----------------|------|-------|
| Canadian | 6 to 9-in. tops | 9.00 | 80.00 |
|----------|-----------------|------|-------|

## TAXUS

|           |                 |       |       |
|-----------|-----------------|-------|-------|
| Cuspidata | 4 to 6-in. tops | 10.00 | 90.00 |
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| Douglas Fir, S, 4 to 8 ins.           | 1.25   | 10.00   |
| Colo. Blue Spruce, S, 4 to 6 ins.     | 1.25   | 10.00   |
| Engelmann Spruce, S, 2 to 4 ins.      | 1.50   | 12.50   |
| Norway or Red Pine, S, 4 to 6 ins.    | 1.25   | 10.00   |
| Scotch Pine, S, 6 to 8 ins.           | 2.00   | 15.00   |
| White Spruce, 6-yr., T, 10 to 14 ins. | 3.00   | 25.00   |
| 25 at 100 rate: 250 at 1000 rate.     |        |         |
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| 2 1/2 ins., ready May.....                    | .07 1/2 |      |
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| 4-yr., branched, 6 to 9 ins.....              | .20     |      |
| Taxus Capitata, upright                       | .20     |      |
| 3-yr., 9 to 12 ins., heavy.....               | .20     |      |
| 3-yr., 6 to 9 ins., heavy.....                | .15     |      |
| Taxus Capitata, spreading                     | .08     |      |
| 1-yr., transplants, 6 to 9 ins.....           | .12     |      |
| 2-yr., transplants, 9 to 12 ins.....          | .12     |      |
| 3-yr., transplants, 10 to 15 ins.....         | .18     |      |
| 4-yr., transplants, 12 to 18 ins.....         | .25     |      |

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| Etoile de Hollande                                  | Sunkist               |
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### WANTED

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Hardy Water Lilies and Water Plants growing naturally Artesian Wells.

Write Mrs. Erle Smiley, Seward, Neb.

## PERENNIALS FOR CUTTING.

[Concluded from page 21.]

Pyrethrum is entered here merely as a matter of record, for no list of perennials for cutting would be complete without it.

The plant generally known in gardens as *Rudbeckia purpurea* is given its alphabetical place in these notes under that name rather than in its proper sequence as *echinacea*. The type, because of its much-reflexed ray petals, lacks something needed to make it a really good cut flower, but the new variety, *The King*, with its flaring rays, strong flower stems and pleasing crimson-red color, makes me enthusiastic about it as a cut flower for shipping as well as for local sales. If you have never investigated the possibilities of this plant, I am of the opinion that you, if a grower of cut flowers, are overlooking a money-maker. I am also looking forward to the test this summer of the new white-flowered variety, *White Lustre*, expecting to be able to add another good cutting item to my list.

I should like to say a lot of good things about *Scabiosa caucasica*, but knowing its eccentricities I am sure it would seldom live up to the recommendation I should give it; so I shall only say, if you have the climate (cool) and the desire to grow something outstandingly good, it can be done after the following plan: A soil made rich with well rotted manure, irrigation as protection against dry weather, a fairly thick mulch between the rows to provide cool moist root run and a good strain of plants.

*Saxifraga cotyledon*, or *S. pyramidalis* if you prefer it that way, will probably never attain great popularity in this country as a cut flower, because Americans seem to have formed the opinion that all saxifrages are difficult of cultivation, too difficult in fact for our climate. Nevertheless, *S. cotyledon* is an easy subject here, spreading out its silvered rosettes in any spot, be it sunny or partly shaded, that is not desert-dry and sending aloft great pyramids of crimson-spotted white flowers that are breath-taking in their beauty. To test its value as a cut flower, I sent a shipment to the Chicago market and was not at all surprised to receive good returns and a request for more stock. Propagation is easy by division, each rooted rosette forming a new plant as easily and as rapidly as a sempervivum.

When I come to *sidalcea*, I am somewhat at a loss for the correct words to use. Ten years ago I thought and wrote in this column

that the next decade would see *sidalcea* rivaling *delphinium* as a cut flower, and I have to admit that few more are grown today than there were at that time. One reason for this condition, I suspect, is that no one has taken the trouble to import the good named varieties which European specialists have evolved. Instead, we have stuck to the old rose-pink and near-magenta kinds which anyone can grow from seeds and which no one wants. Two or three years ago I saw in Canada a long list of named kinds, including the pale pink *Rev. Page Roberts* and the clear satiny pink *Sussex Beauty*, any one of which would make a *sidalcea* enthusiast out of any gardener. Another factor which I suspect has given the plant a poor reputation among gardeners is the misinformation spread about by some writers of catalogue copy that the plant will do well in any sunny border. If *sidalceas* behave elsewhere as they have here, that is almost the exact opposite of the truth, for they have never given a good account of themselves here unless they were given a fertile (preferably made rich with rotted manure) soil and plenty of moisture all during the growing season.

Statice, one would suppose, is too

well known to need an introduction, yet I find many growers of cut flowers without it. Here we grow *S. latifolia* and *S. gmelini*, both useful because of their great clusters of tiny flowers and especially to the commercial grower for selling in a dried state.

We find at least two *thalictrum*s fit into the scheme of the producer of cutting material—*T. adiantifolium* for its lovely fernlike foliage and *T. dipterocarpum* for both foliage and flowers. The first-named is a good item for the plant grower with an outlet among florists, and the other is good property wherever hardy. Both are readily grown from fall-sown seeds.

HENRY B. CHASE, president of the Chase Nursery Co., Chase, Ala., is enjoying a vacation at his home at Fort Lauderdale, Fla., where he is obtaining the relaxation needed after a strenuous spring business.

ANTONIO RODRIGUEZ, formerly in business as Larchmont Nurseries, 285 Boston Post road, Larchmont, N. Y., has filed a voluntary petition in bankruptcy, listing liabilities of \$7,495 and no assets except insurance.

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Piquette, Ohio

## SOUTHWESTERN NOTES.

The latter part of April, Newt Sutton, proprietor of Sutton Nurseries, Independence, Kan., accompanied by Mrs. Sutton and his sister-in-law, was involved in a serious accident near Caldwell, Kan. They were driving back from Texas, where they had been on business. Mr. Sutton, who had not been feeling well, was asleep in the back of the car and one of the women was driving. Apparently something went wrong with the steering gear, the car went out of control, hit a bridge, plunged down an embankment and was totally demolished. Since the car could not be seen from the highway, no one discovered the accident. Finally Mr. Sutton regained consciousness and managed to crawl to the highway and flag down a car. The two women were seriously injured, but it is hoped not critically. They are still in a hospital at Caldwell, but Mr. Sutton is up and around, although suffering from a wrenched back.

O. K. Wall, who for years was in charge of the nursery department of the Ross Seed Co., Wichita, Kan., has resigned and started in business for himself under the name of O. K. Wall Seed Co.

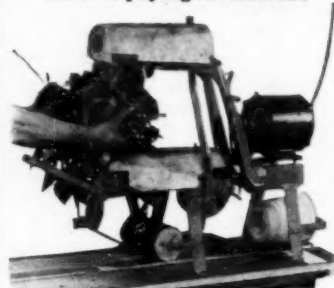
Molly Marriage, who was associated with her mother, Mrs. G. R. Marriage, in the operation of Upton Gardens, Colorado Springs, Colo., has joined the WAACs.

Eleven members of the Kansas City Association of Nurserymen experimented with cooperative newspaper advertising this spring. One of their most striking advertisements was entitled, "Can You Carry a Tree?" and was illustrated with a cartoon of a happy-looking man carrying a big shade tree. The advertisement went on to explain that, on account of the manpower shortage, nurserymen could not render their usual efficient service, but would make it worth while for those who could to call for their stock and do their own planting.

Successful bidders on roadside improvement projects let recently in Kansas were Sutton Nursery Co., Independence, Kan., Johnson county; Tole Landscape Service, Independence, Kan., Sedgwick county; Standard Construction Co., Wichita, Kan., Sedgwick county.

THE management of the Log Cabin Nursery, 2609 Rainbow drive, Cedar Falls, Ia., formerly owned and operated by W. R. Lumry, now deceased, has been taken over by Lloyd G. Platt, formerly at Oelwein, Ia. He wishes to receive the trade lists of wholesale firms.

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Time Twine Labor  
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# A WORD TO BEGINNERS IN THE NURSERY BUSINESS

We are aware that the personnel constantly changes in the nursery business as in any business. Some of our old customers go out of business or retire, and the management passes into the hands of others. We also realize that new firms are always entering the nursery field.

While we serve many old firms year after year and hope to continue in the future, we feel it proper especially to introduce ourselves to the beginners in the nursery business. To the new firms and young men, who are now getting established, we should like to extend our best wishes for your success and to call attention to the facilities of the Hill Nursery to help you in your Evergreen needs. We would like to state our facilities briefly as follows:

**THE COMPANY**—The Hill Nursery is the largest exclusive Evergreen Nursery in America. Its experience covers nearly 90 years. (Established 1855.)

**THE NURSERY**—The Nursery covers more than 600 acres of intensively cultivated fertile land, capable of producing Evergreens of finest quality.

**HILL STOCK**—Hill Evergreens are offered for sale in various stages of growth. We do not sell rooted cuttings, seedlings to any extent, or other items which are too small and weak for successful transplanting. We do sell once and twice transplanted lining-out stock, and twice and three times transplanted balled and burlapped items for landscape use.

**HILL LEADERSHIP**—Many interesting and exclusive new Hill varieties have been produced in this Nursery; others will find their way into the market in future years. By concentrating our entire propagating efforts on this one specialty, we feel that we are better able to recognize, develop and introduce better items as they are available.

**SHIPPING FACILITIES**—Our freight shipments are hauled with trucks directly to the big freight yards in Chicago, where they are loaded in cars going to all points, thus greatly reducing the delays by usual transfer of freight.

Whatever your needs in Evergreens may be, Hills can serve you well. Our price list for the coming fall season will not be ready for several weeks, but we are inviting you to consider us as your source of supply. Our representatives will be handicapped in their travel this year, but we hope to visit as many of our customers as possible.

## D. HILL NURSERY COMPANY

*Evergreen Specialists*

—

*Largest Growers in America*

**DUNDEE, ILLINOIS**